

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XLIV

431 South Dearborn Street, Chicago, Ill., November 15, 1925

NO. 5

## Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

**McKENNA & DICKEY**  
GRAIN  
60 Board of Trade  
CHICAGO

GRAIN DRIERS  
FEED MIXERS  
FEEDERS  
STEAM COILS  
COOKERS  
MOLASSES HEATERS  
SPECIAL DRY-



**THE ELLIS DRIER COMPANY**

1201-1229 So. Talman Avenue

ROTARY DRIERS  
TRUCK DRIERS  
STERILIZERS  
FANS  
STEAM TRAPS  
OAT BLEACHERS  
ING APPARATUS

CHICAGO, U. S. A.

## WHY-A-LEAK —STOP IT— BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed. MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection?

**THE KENNEDY CAR LINER & BAG COMPANY**  
SHELBYVILLE, IND.  
Canadian Factory at Woodstock, Ontario

## GRAIN ELEVATOR FOR SALE

With Storage Tanks

Warehouse and Feed Plant.

In Chicago Switching District

Ground area 200 ft. by 217.8 ft.

The entire properties can be profitably operated as a combination elevator and feed plant or as separate units.

Immediate Possession

**S. T. EDWARDS & CO.**

Feed System Engineers

110 S. Dearborn St.

Chicago

## "THE CLIMAX" SCOOP TRUCK

CAPACITY { 200 Lbs. Coal  
2 1/2 Bushels Grain

Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars. Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work. Hundreds have tried it and will certify to the truth of these statements. Why not order now and let the Scoop-Truck be giving itself to you?



Patented July 30, 1907

PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

J. C. BLAYLOCK  
President

H. S. KNAPP  
Sec'y and Treas.

## LAKE VIEW IRON WORKS

1226-1236 School Street

Fabricators of all Classes of Steel and Iron

We specialize in steel for grain elevator construction work.

Marine Towers—Hoppers—Stairs, Etc.

General Offices: 53 W. Jackson Blvd., Chicago, Ill.

## Reliance Construction Company

Furnish Plans, Estimates and Build  
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

Board of Trade Building,

INDIANAPOLIS, IND.

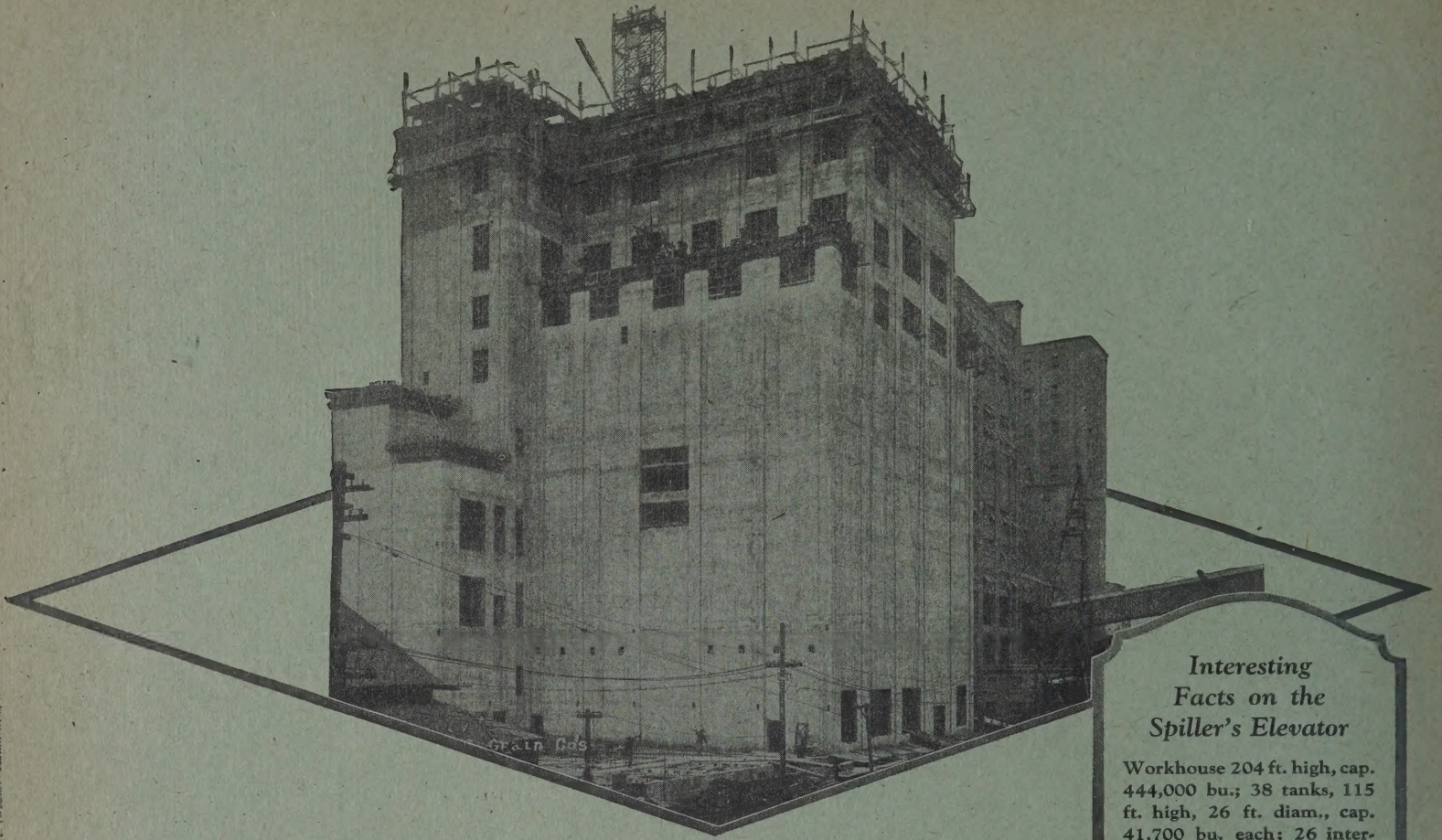
## JONES-HETTELSATER CONSTRUCTION CO.

Designers and Builders

MILL BUILDINGS :: ELEVATORS  
FEED PLANTS

708-9 Mutual Building, Kansas City, Mo.





*Interesting  
Facts on the  
Spiller's Elevator*

Workhouse 204 ft. high, cap. 444,000 bu.; 38 tanks, 115 ft. high, 26 ft. diam., cap. 41,700 bu. each; 26 interspace bins, 10,000 bu. cap. each. Total cap. plant over 2,200,000 bu. The speed with which the Spiller's Elevator was erected is claimed as a world's record for this type of structure.

## Great New Canadian Elevator installs Two Miles of Diamond Grain Belts

The last word in grain handling efficiency was wanted—hence the specification of Diamond Belting.

The Spiller's Elevator (Vancouver Terminal Grain Co.), simply follows the lead of other recent gigantic installations.

Actual performance alone counts and the steady, reliable, all-around superiority of Diamond Grain Belt Service has brought striking recognition of its value. Write our nearest Branch office for further information.

THE DIAMOND RUBBER COMPANY, Inc., Akron, Ohio

Atlanta	Boston	New York	Kansas City	Philadelphia
Chicago	Dallas	Seattle	Los Angeles	San Francisco

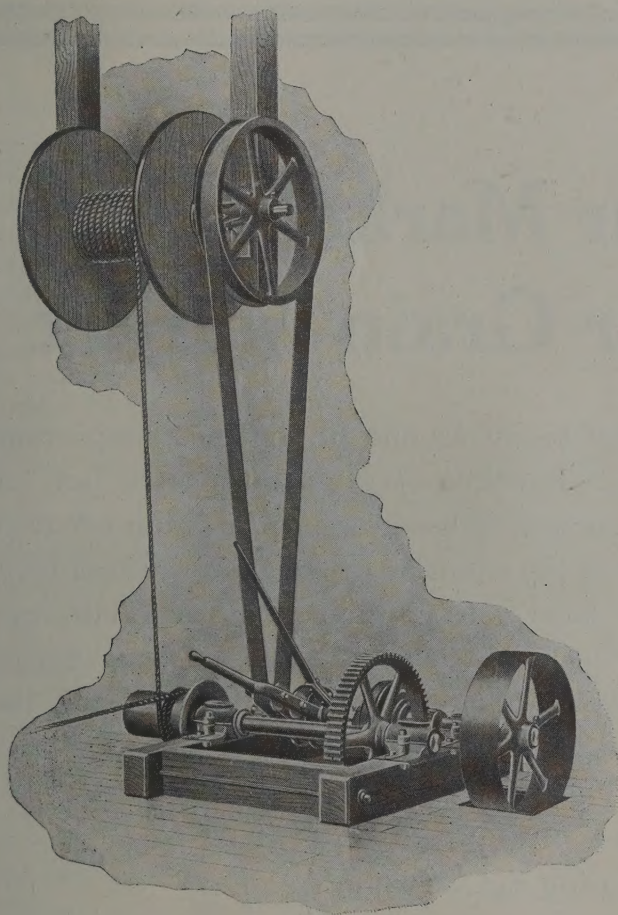
# Diamond

## Elevator and Conveyor Belts



## Nordyke & Marmon Company

### POWER CAR PULLER



For convenience in spotting empty cars and moving single or trains of loaded cars, the Nordyke & Marmon Company Spur Gear Car Puller, pictured above, will be found most useful and dependable.

It is built in three sizes ranging in capacity from one to twenty loaded cars on level track, and is supplied either with or without rope winding spool and attachments. Plain jaw or friction clutch release on drive shaft is optional.

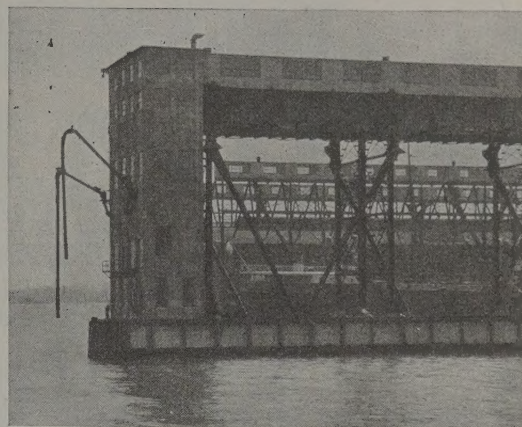
**NORDYKE & MARMON COMPANY**

Established 1851

Indianapolis

Indiana

AMERICA'S LEADING MILL BUILDERS



Airveyor Marine Tower of the Baltimore and Ohio Terminal Elevator, Baltimore, Maryland.

The Airveyor is the standard pneumatic conveying system for grain.

Designed and installed by the

**Guarantee Construction Company**

139 Cedar Street, New York City

*Send us your inquiries*

## MILL MUTUAL SERVICE

### THE Mutual Fire Prevention Bureau

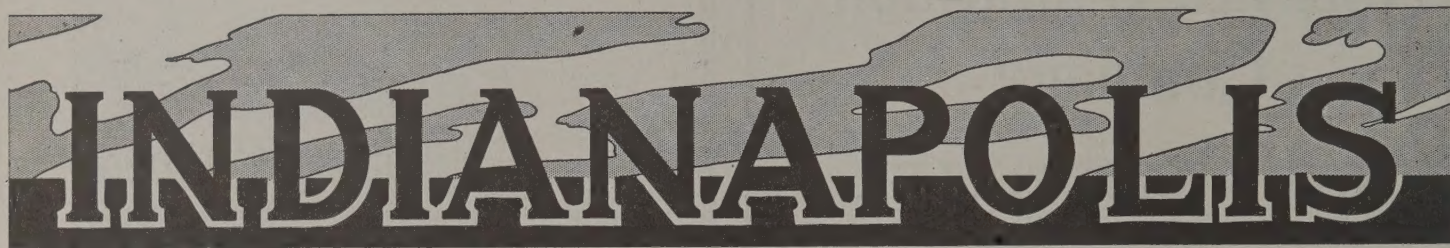
230 East Ohio Street

Chicago, Illinois

was organized and is maintained by the Mill Mutual Fire Insurance Companies listed below that those insuring with the Mill Mutuels may have the best possible expert service.

Millers National Insurance Company, Chicago, Ill.  
Western Millers Mutual Fire Insurance Co., Kansas City, Mo.  
Ohio Millers Mutual Fire Insurance Co., Chicago, Ill.  
Michigan Millers Mutual Fire Insurance Co., Lansing, Mich.  
Mill Owners Mutual Fire Insurance, Des Moines, Iowa.  
The Millers Mutual Fire Insurance Company, Harrisburg, Pa.  
Texas Millers Mutual Fire Insurance Company, Fort Worth, Tex.  
Pennsylvania Millers Mutual Fire Insurance Co., Wilkes-Barre, Pa.  
Millers Mutual Fire Insurance Association, Alton, Ill.  
Grain Dealers National Mutual Fire Insurance Co., Indianapolis, Ind.





# INDIANAPOLIS

## Indianapolis—Your Market—A Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the most important, rapidly growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

### Movement of Grain and Hay During the Year 1924

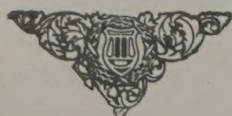
	Receipts	Shipments
Corn . . . . .	18,013,000 bushels	13,483,000 bushels
Oats . . . . .	11,744,000 bushels	10,009,000 bushels
Wheat . . . . .	5,018,000 bushels	2,635,000 bushels
Rye . . . . .	262,000 bushels	157,600 bushels

The following Receivers and Shippers are members of  
Indianapolis Board of Trade

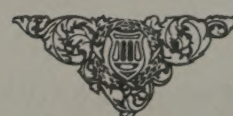
**The Cleveland Grain Co.**  
OPERATING FIVE TERMINAL ELEVATORS  
*Mighty Good Consignment Service*  
Ed. K. Shepperd, Manager

**JAMES E. BENNETT & CO.**  
GRAIN, STOCKS, COTTON  
MEMBERS  
New York Stock Exchange  
Chicago Board of Trade  
and other leading exchanges.  
*Cash Grain Shipments Solicited*  
Indianapolis branch at 718 Board of Trade

**H. E. Kinney Grain Co.**  
COMMISSION—BROKERAGE



**The Bingham Grain Company**  
Receivers and Shippers of  
**G R A I N**





# WELLER EQUIPMENT

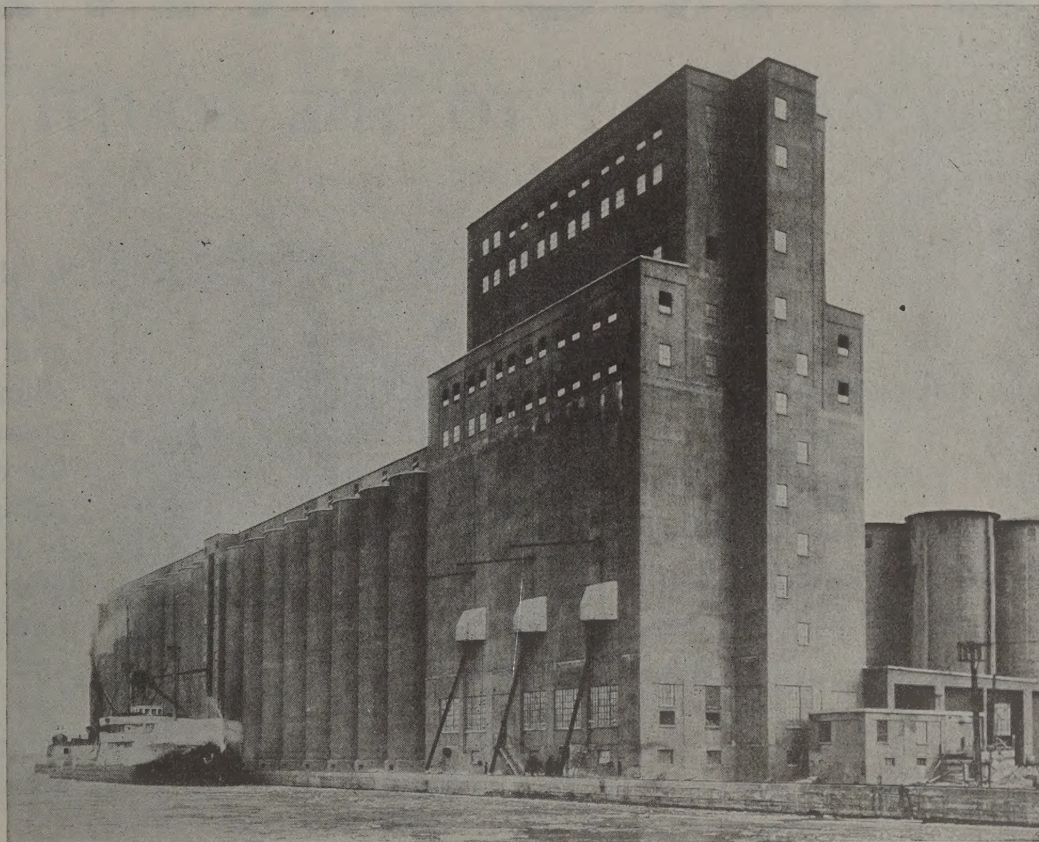
*The Better Kind of Grain Handling Machinery*



## WE MAKE

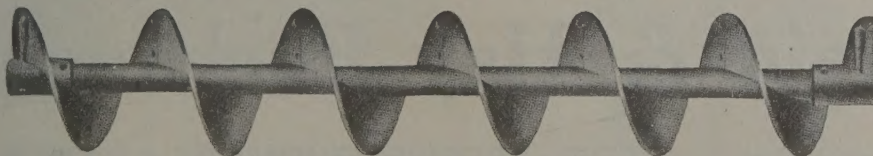
Apron Conveyors  
Belt Conveyors  
Drag Conveyors  
Pan Conveyors  
Mixing Conveyors  
Spiral Conveyors  
Trippers  
Bucket Elevators  
Elevator Buckets  
Elevator Boots  
Elevator Casing  
Elevator Heads  
Sack Elevators  
Barrel Elevators  
Elevator Spouts  
Loading Spouts  
Dock Spouts  
Chain  
Sprockets  
Grain Cleaners  
Truck Dumps  
Wagon Dumps  
Truck Hoppers  
Power Shovels  
Car Pullers  
Rope Drives  
Gears

Power Transmitting  
Machinery



Weller made products are sold on the basis of quality. Installed in your elevator they will help you to operate at full capacity at the lowest cost for upkeep. Frequent shutdowns and waiting for repairs dissipate your profits.

## WELLER SPIRAL CONVEYORS



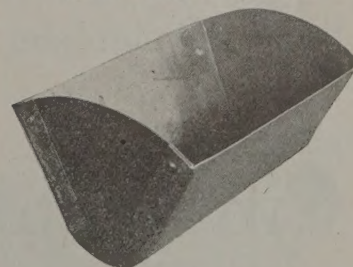
Cold Rolled Steel Sectional Flights. Wear Long. Evenly Balanced. Run True. Interchangeable with All Standard Makes.

We Also Make

Aluminum, Brass, Cast Iron, Copper, Galvanized, Monel Metal and Tinned Spiral and Ribbon Conveyors

*Send Us a List of Your Requirements We Will Quote Prices*

## WELLER SUPER-CAPACITY ELEVATOR BUCKETS



Increase the capacity of your Elevator. Perfect discharge at low or high speed. Substantially constructed of heavy sheet steel, riveted at each corner and spot welded on the laps. Reinforced with extra thickness of steel on the back.

*Descriptive Circular On Request.*

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Main Office and Works,

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BALTIMORE

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DETROIT

ST. LOUIS

OMAHA

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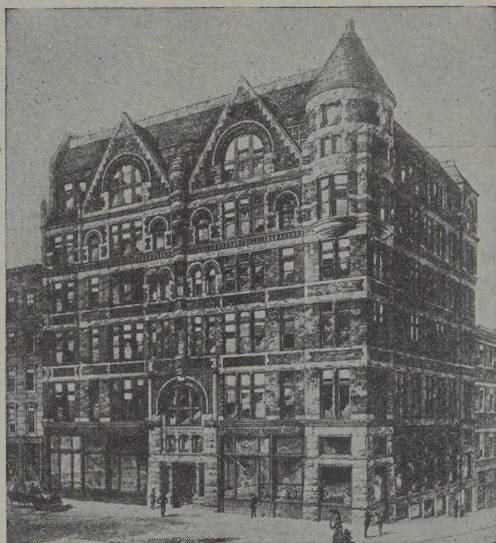


# CINCINNATI

## THE GATEWAY TO THE SOUTH AND EAST

Has the "square deal" plugging system for hay.

Has reconsignment and transit privileges and other favorable points which insures most successful handling of grain or hay shipments.



Home of the Cincinnati Grain and Hay Exchange

Is the terminal point for 200,000 miles of railways and therefore a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage. Has weighing and inspection service second to none and up-to-date grain and hay merchants constantly safeguarding their patrons' interests.

Those are just a few of the reasons why you should ship your Grain and Hay to Cincinnati. Ship to any of the following responsible grain and hay firms, all members of the

## Cincinnati Grain & Hay Exchange

DE MOLET GRAIN CO., Grain and Hay

A. C. GALE & CO., Shippers of Choice Milling Wheat

CLEVELAND GRAIN & MILLING CO., Grain

EARLY & DANIEL CO., Hay, Grain, Feed

SCHOLL GRAIN CO., Grain Exclusively

PERIN, BROUSE, SKIDMORE GRAIN & MILLING CO., Grain, Hay, Feed

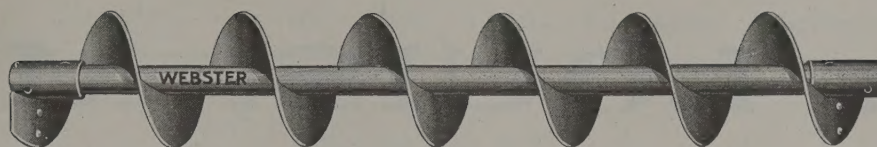
MUTUAL COMMISSION COMPANY, Strictly Commission

THE FITZGERALD BROS. CO., Commission Merchants, Receivers and Shippers of Grain and Hay

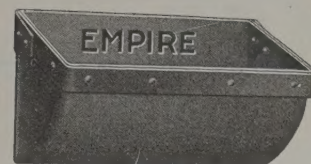




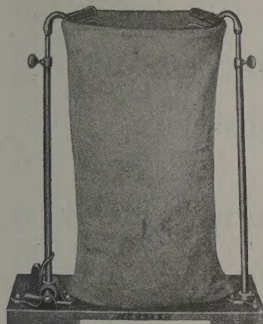
Buffalo Elevator Bucket



Steel Screw Conveyor



Empire Elevator Bucket



Mosher Bag Holder



Champion Flour Scoop

## Webster Grain Handling Equipment

WHETHER your requirements are for elevator buckets, sprockets, chains, bearings, friction clutches, elevator boots, car pullers, grain scoops, power shovels, or complete equipment for handling grain, flour and feed, Webster offers you an opportunity to obtain the best.

Our forty-nine years' experience in designing and manufacturing grain handling equipment has enabled us to produce only that which is recognized as superior.

No matter what your grain handling problem is, Webster equipment, plus our engineering staff, will more than likely lead you out of your difficulties. Catalog showing our complete line of grain handling equipment sent on request.

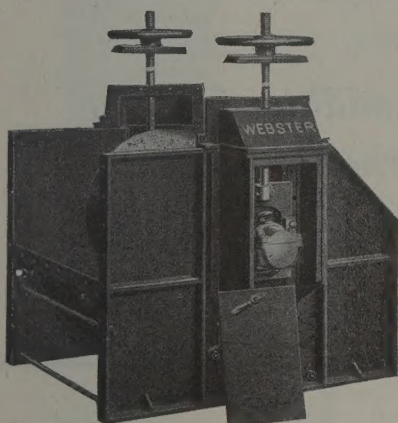
### THE WEBSTER MFG. COMPANY

4500-4560 Cortland St.

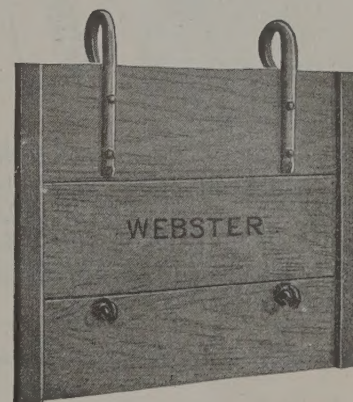
CHICAGO



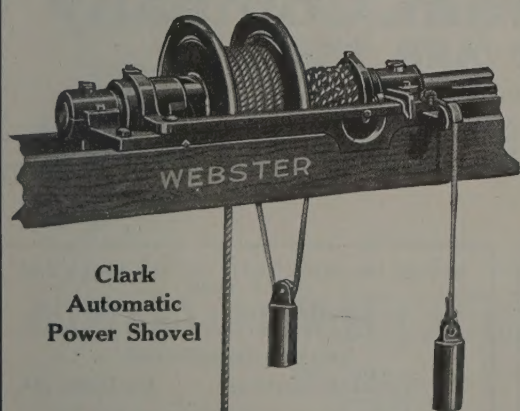
Car-Loading Spout



Elevator Boot



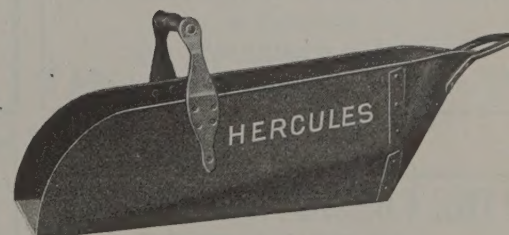
Power Shovel Scoop



Clark Automatic Power Shovel



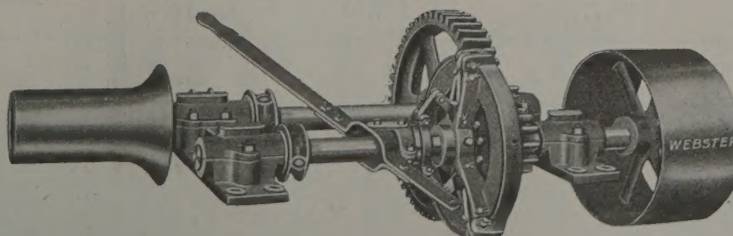
Sprocket Wheel



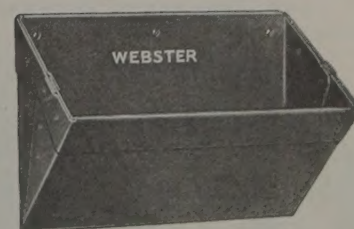
Hercules Grain Scoop



Salem Elevator Bucket



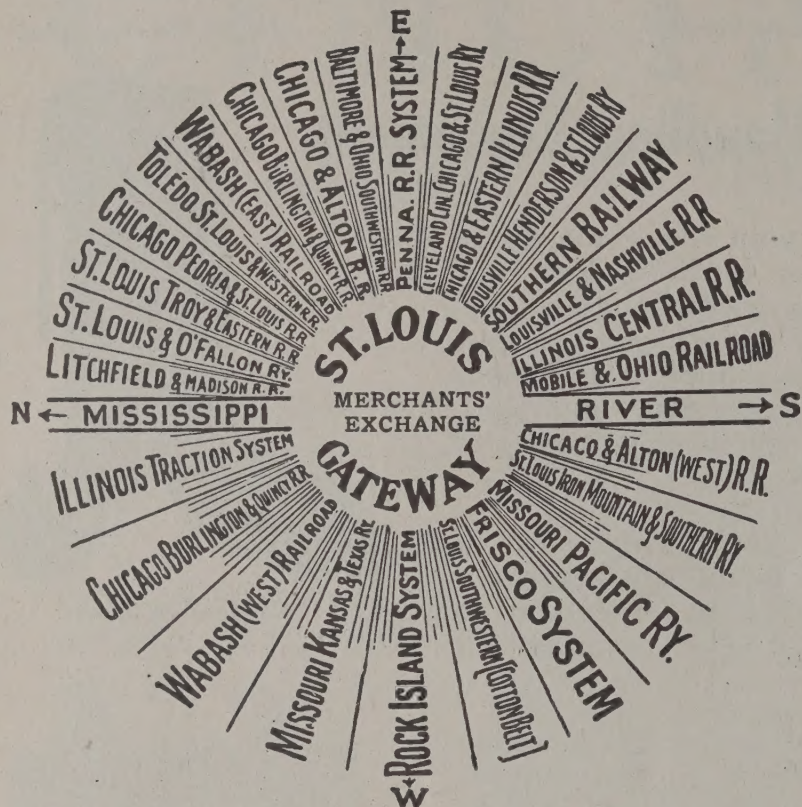
Car Puller



Minneapolis "V" Elevator Bucket



# ST. LOUIS, MO.



Within a radius of 25 Miles—Center of Corn Production.  
Within a radius of 250 Miles—Center of Oat Production.  
Within a radius of 135 Miles—Center of Farm Area.  
Within a radius of 100 Miles—Center of Farm Valuation.  
Within 175 Miles—Center of Population, United States.

# St. Louis One of the Greatest Primary Grain Markets in the United States

More than One Hundred Million  
Bushels of Grain Received  
Annually

# Movement of Grain by Barge from St. Louis to New Orleans for Export a Factor in Grain Trade

## St. Louis Leading Consignment Market in United States

GEO. C. MARTIN, JR.      FRED C. HOOSE      P. C. KNOWLTON  
President      Vice-President      Sec'y & Treas.

## Martin & Knowlton Grain Co.

## Successors to

GOFFE & CARKENER CO.

**Suite 516 Merchants Exchange, St. Louis, Mo.**

# Toberman Grain Company

## GRAIN, HAY AND SEEDS

A long established house, energetic, enterprising and alert for your interests.

*Let us handle your consignments*

### 300 Merchants Exchange

ST. LOUIS, MO.

## "THE CONSIGNMENT HOUSE OF ST. LOUIS"

**GRAIN, HAY and GRASS SEEDS**  
**Picker & Beardsley Com. Co.**

## 125 MERCHANTS EXCHANGE

# Nanson Commission Co.

(INCORPORATED)

## GRAIN AND HAY

202 Chamber of Commerce

ST. LOUIS

**Write Us for Full  
Information on  
St. Louis Markets**

## Consignments a Specialty

**BUYERS OF TRACK GRAIN OF ALL KINDS AND  
MILL FEED**

W. J. EDWARDS GRAIN CO.

## GRAIN COMMISSION

504 Merchants Exchange St. Louis, Mo.

Carefully Selected Milling Wheat and Corn Our  
Specialty

# GRAIN

# MARSHALL HALL GRAIN COMPANY

HANDLED ON COMMISSION  
BOUGHT TO ARRIVE  
SOLD FOR SHIPMENT  
EXPORT

**ST. LOUIS**  
**ST. JOSEPH**

## For Milling Wheat Come to St. Louis

Best Grades of Soft Winter and Hard Red Wheat always available. Millers for years have found the St. Louis Market most satisfactory for wheat supplies.

## The Winter Wheat Market





"Eureka" - "Invincible" Grain Cleaning Machinery



"EUREKA"  
"INVINCIBLE"  
GRAVITY  
SEPARATOR

*familiarly known as the*  
NEEDLE SCREEN

Ideal for separating slim grains and small seeds from fat kernels. In its descent, the grain tumbles over a series of vibrating needle screens. Seeds and thin, light, underweight kernels drop through the spaces between the needles. The larger, heavier, sound grain rides over the ends of the needles and comes out CLEAN.

Gravity and Vibrating Needles do the work

The vibrating needles prevent clogging or filling up of the Screens.

Self-acting      Requires no power      No moving parts

A splendid machine for separating

Wild Oats, Immature Kernels, Seeds, etc.

from

Light Barley

*Manufactured by*

WORLD'S LARGEST PRODUCERS OF HIGH GRADE  
GRAIN CLEANERS

REPRESENTATIVES:

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F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.

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413 So. Third St.,  
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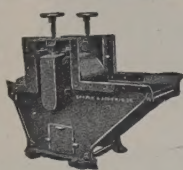
**S. HOWES CO., Inc.**

**INVINCIBLE GRAIN CLEANER CO.**  
**SILVER CREEK, N.Y.**



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY





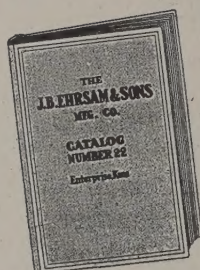
## “EHR SAM”

GRAIN HANDLING & MILLING EQUIPMENT

LARGE STOCKS FOR PROMPT SHIPMENT

WHEN you are in a rush for Grain Handling and Milling Equipment, remember we are here to serve you—and quickly. Large stocks of standard parts always on hand and on special equipment, our service will surprise you.

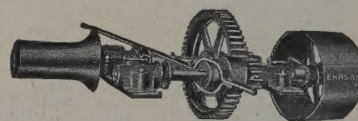
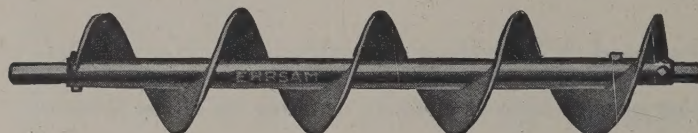
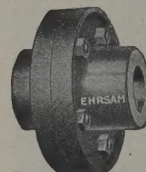
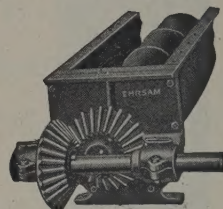
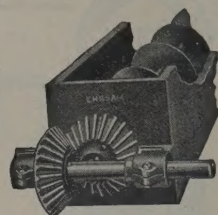
SEND FOR THIS VALUABLE CATALOG



Every elevator and mill operator should have a copy of this valuable catalog. Besides showing the complete line of "Ehrsam" Grain Handling and Milling Equipment, it also contains data of much value to every operator. We suggest that you write for your copy today.

**J. B. EHR SAM & SONS MFG. CO.**  
ENTERPRISE, KANS.

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating & Conveying Equipment

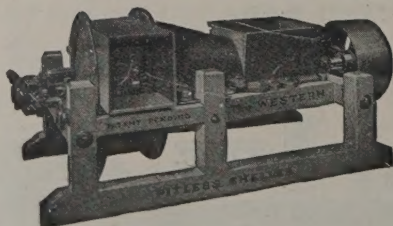


**WESTERN**  
GRAIN ELEVATOR MACHINERY  
SHELLERS AND CLEANERS

WILL ENABLE YOU TO

**HANDLE**  
THE  
**BUMPER CORN CROP**  
**EFFICIENTLY**

*Let Us Serve You*



Everything from Pit to Cupola

**UNION IRON WORKS**  
DECATUR, ILLINOIS

**HESS**  
**PNEUMATIC**  
**GRAIN**  
**DRIERS**

Used everywhere.

**NONE BETTER**

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

**Hess Warming & Ventilating Co.**

1210 So. Western Ave., Chicago





Manchester Ship Canal Elevator  
Manchester, England  
Capacity 1,500,000 Bushels  
Completed 1914



Buenos Aires Elevator Co.  
Buenos Aires, Argentina  
Capacity 750,000 Bushels  
Completed 1920



## John S. Metcalf Co. Grain Elevator Engineers



Chicago & North Western Railway Elevator  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
Completed 1920

### OFFICES:

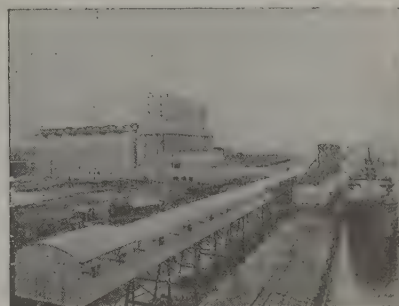
Chicago, Illinois, - - - 108 S. La Salle Street  
Montreal, Canada, - 54 St. Francois Xavier Street  
Melbourne, Australia, - - 395 Collins Street  
Vancouver, B. C., - - - 837 W. Hastings St.



Harbour Commissioners Elevator No. 2  
Montreal, Quebec  
Capacity 2,600,000 Bushels  
Completed 1912



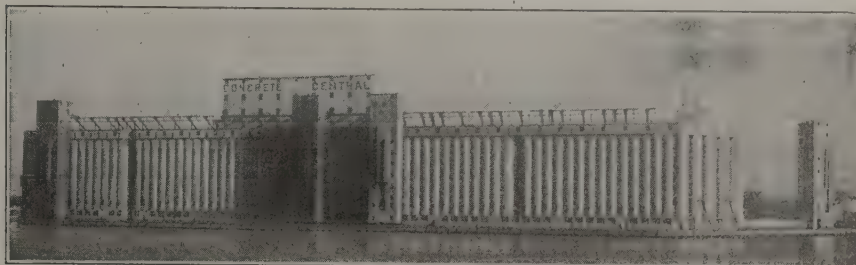
Sydney Terminal Elevator  
Sydney, Australia  
Capacity 6,400,000 Bushels  
Completed 1921



## MONARCH

Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
Let Us Submit  
Designs and Prices

One of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.



MONARCH ENGINEERING CO. - - -

BUFFALO, N. Y.



## The Barnett & Record Company GENERAL CONTRACTORS

Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

For William, Ontario



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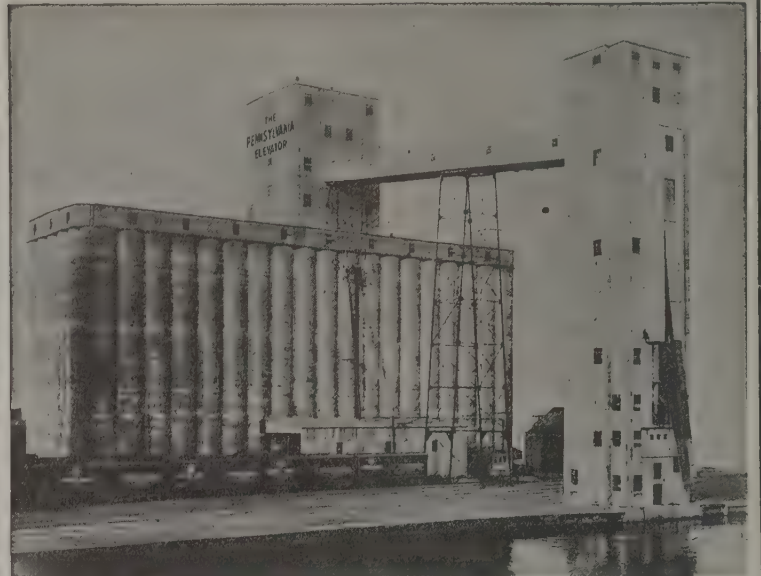
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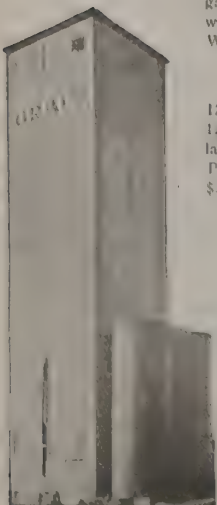
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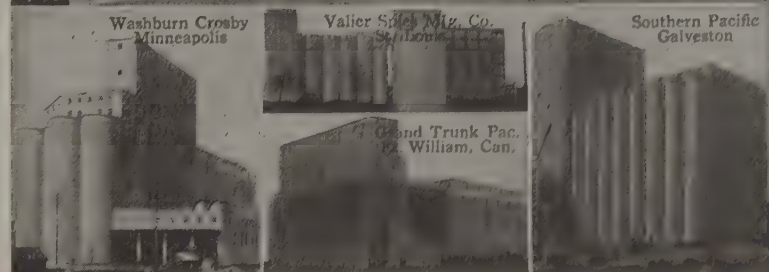
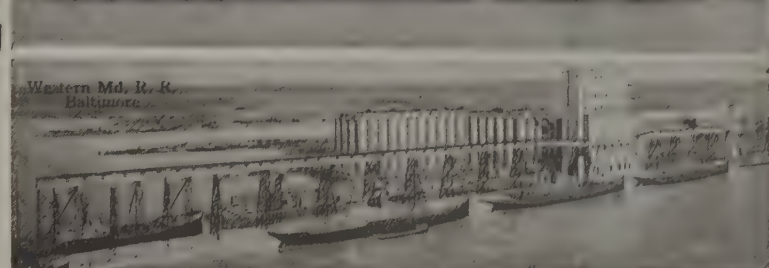
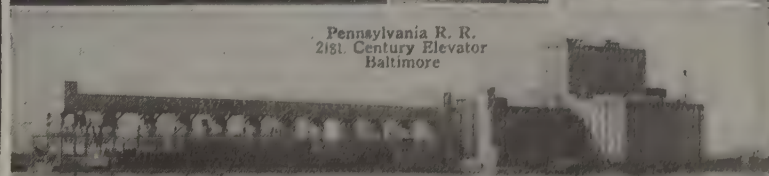
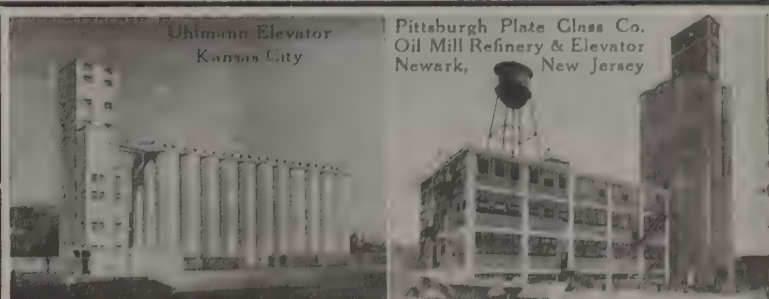
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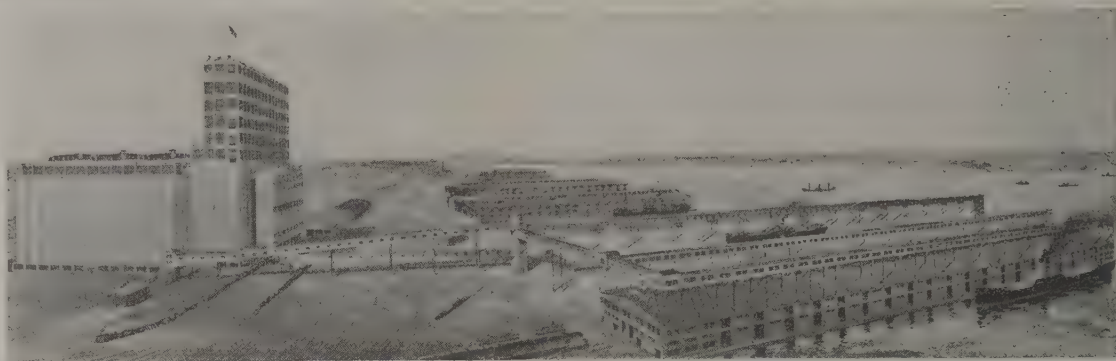
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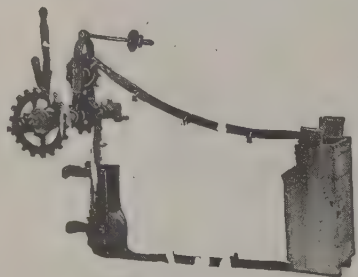
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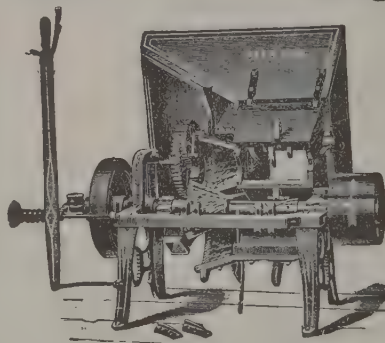
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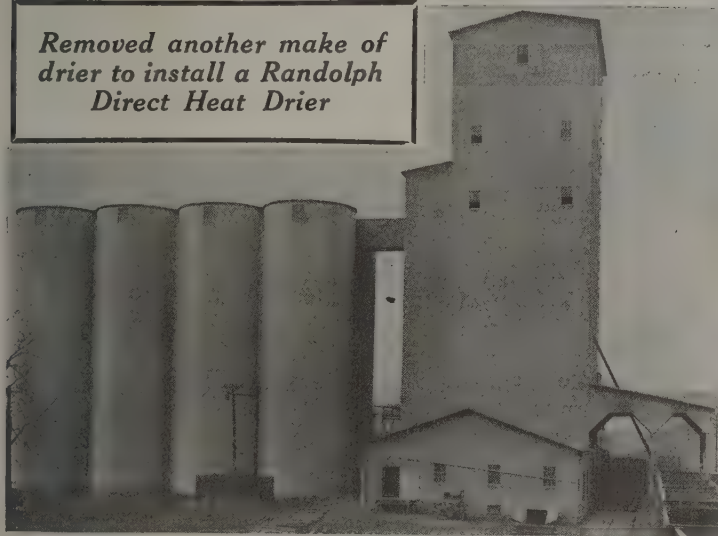
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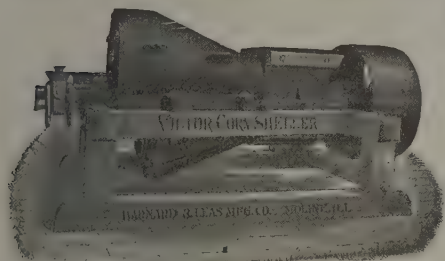
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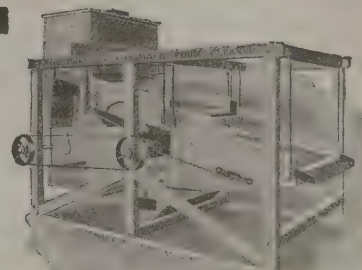
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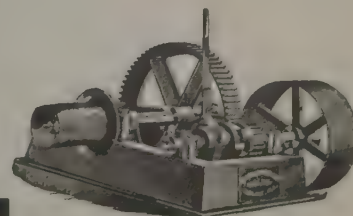
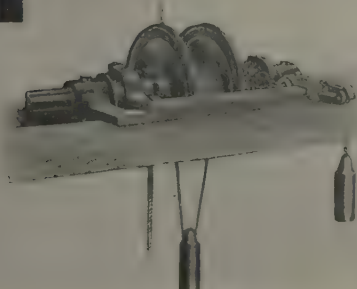
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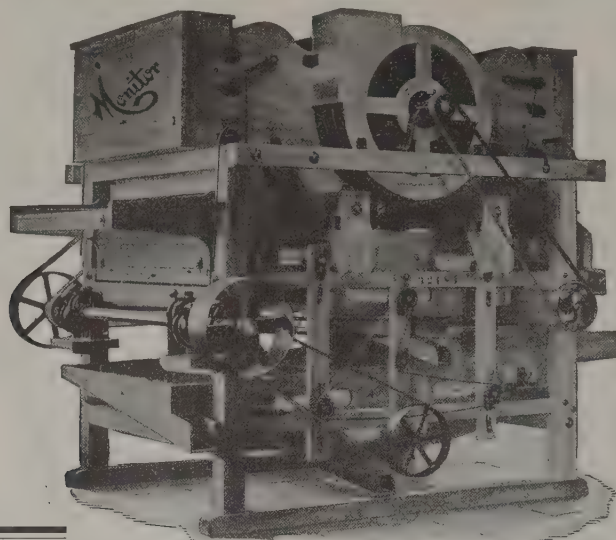
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VOL. XLIV

CHICAGO, ILLINOIS, NOVEMBER 15, 1925

NO. 5

## Kansas Elevator Builds Large Addition

### Concrete Storage for 800,000 Bushels Added to Wyandotte Elevator Company's Kansas City Plant After It Had Already Enlarged Grain Storage to Four Times Original Capacity

**G**RAIN storage at Kansas City has been a problem with which grain dealers as well as millers in the surrounding territory have had to wrestle right along. The growth of the milling industry in the area, and the increasing production of wheat in the adjoining states have been factors which conspired to make the problem a serious one. However, by means of maintaining a steady building program and constantly adding to the elevator facilities, the problem has been solved with great satisfaction to all concerned. Not only have the terminal market houses kept up with the procession, but so have the contributing country stations and the local mills. As crops have increased in size and flour production has grown in the Southwest, the elevators have not only become more numerous, but their respective types and structural plans have become more modern and gained prominence in the exemplification of their devices for added efficiency.

The region runs largely to Hard wheat, but there is also an appreciable quantity of good Soft wheat involved. The breaking of previous records in wheat receipts at Kansas City has become a routine matter, and with the steady growth of the market and its facilities—both as to storage and outlet to local mills—promises to continue. In order to appreciate the change that has been gradually occurring it may be said that a little more than 20 years ago the total wheat receipts for the year were approximately equal to receipts for the one month of August last year.

Just lately another elevator unit has been added to the already comprehensive storage facilities at this point. The Wyandotte Elevator Company, which, while a separate corporate entity, operates in conjunction with the Southwestern Milling Company, of Kansas City, has completed an additional storage unit. The original milling plant was erected in 1914 on Eighteenth and Kansas Avenue, in Kansas City, Kan., and had a capacity of 3,000 barrels a day. Successive increases have brought the milling capacity up to 7,500 barrels.

It was necessary that the elevator facilities keep pace with the growth, and grain storage was at first increased from 40,000 bushels to 70,000 bushels by the addition of a new battery of circular bins. A

more recent elevator of 1,000,000 bushels' capacity was erected with a separate headhouse and new trackage, and the latest improvement supplements this large plant. The present elevator addition is of reinforced concrete construction, and has a capacity of 800,000 bushels of grain.

The original plan provided for five tracks served by the Chicago, Rock Island & Pacific Railroad, and when the first large elevator addition was erected

was placed in the hands of James Stewart & Co., Inc., of Chicago, Ill., and they commenced the construction of it on May 1 of the current year. Work progressed with rapidity, and by September 1 there was grain in storage in the new unit. Plans were made, as in the case of the older units too, by the A. E. Baxter Engineering Company of Buffalo, N. Y. The machinery contracts were handled by the Weller Manufacturing Company, of Chicago, Ill.

The primary functions of the new elevator are storage and turning, as it is essentially a mixing and storage unit. The existing plant, when the new one was planned, already had adequate receiving facilities, and also contained the necessary cleaning, drying and washing machinery. Accordingly, the plans for the latest addition were arranged to provide for only the necessary supplementary features. There are 24 round tanks, each of which is 23 feet in inside diameter.

The interstices are not all of the same size, about half of them having been divided into smaller compartments in order to accommodate the mixing and other functions attached to milling. Other business than the mere serving of the milling plant is planned for the elevator, and it has been equipped accordingly. The receiving is fully taken care of by the older unit, and a spout from the new one leads direct from the plant to the sidings for loading cars in the case of outgoing grain. Direct connection with the mill is achieved by means of the bridge which is clearly shown in the accompanying illustration on this page.

Electrical power is used, and the current is furnished by a central station outside. There are seven motors in the new elevator and they provide an aggregate of 250 horsepower. Stewart-Falk Herringbone Helical Gear Reductions are used

on all conveyors and the leg. A 2,000-bushel hopper scale has been arranged for, supplementing the weighing machinery already available in the old elevator.

One of the pictures shown herewith gives an idea of the patented all-steel bin bottom, Budd-Stewart type, which is the kind used in the new house. It will be noted that they require no support underneath, and the type of construction lends itself admirably well to arranging a well



NEW ELEVATOR ADDITION OF THE WYANDOTTE ELEVATOR COMPANY, KANSAS CITY, KAN.

four new tracks were put in to handle the grain. Now there are nine tracks, serving the milling company and the Wyandotte Elevator Company. In the elevators there is an absence of any openings between floors, except in enclosed spouts and legs, an important safeguard against dust explosion. The stairways and elevator shafts are all outside, in separate enclosed towers with fire doors leading to each floor.

The erection of the new Wyandotte Elevator



lighted basement. Another feature worthy of note is the Stewart Dust Prevention System which has been installed, and more about which will be said in a later article in these columns.

The Wyandotte Elevator is the only one in the Southwest which so far has been built with Stewart-Falk Head Drives on legs and the gear reductions of the same make on belt conveyor motors. The plant has two conveyors above and three of them below.

The old elevator included among its equipment 10 Eureka Separators, six of 400 bushels' capacity and four of 4,000 bushels; 13 Eureka Scourers, nine of 400-bushel size and four of 1,000-bushel, as well as wheat heaters, steamers and magnetic separators, the last named six in number. Cleaning machinery has a separate motor for each machine and an individual motor for each elevator leg.

The Wyandotte Elevator is a fair representative in concrete form of the progress that has been going on in and around the Kansas City market, looking toward the necessary enlargement required for managing a rapidly expanding industry. Prior to the erection of the present new elevator the plant had been enlarged over four times in its grain storage and one and one-half times in milling capacity. With the present 800,000-bushel addition, the immediate future is well protected. If the

in the drier parts of the Southwest consider wheat pasturage secured in the fall as just that much clear gain. This, if course, is not true unless the wheat shows too rank growth or should happen to prove a failure the following harvest time. A reasonable amount of pasturing may not harm the wheat, but the danger lies in over-doing it—turning stock into it before the plants get a sufficient start, or grazing too closely, thereby leaving the crop without winter protection and the ground in a condition that is likely to blow. Grazing when the ground is wet will cause more injury than all of the value of the pasturage. Too much pasturing is sure to give the crop a set-back, causing winter-killing, late maturity, more damage from hot and dry weather, and lower yields."

## U. S. WHEAT OUTGO SMALL

The effect of the short 1925 wheat crop is reflected more and more clearly in monthly export figures, as the new year approaches. Wheat clearances for September (Government dispatch) slumped to 9,390,680 bushels, or less than one-third last September's total, 32,662,007 bushels. A gain was made over August, when the outgo of wheat amounted to only about 8,000,000 bushels, but even at that, September exports this year are the smallest since 1917, when the country's total wheat production was one of the smallest on record.

Comparative figures on wheat clearances from United States ports thus far in 1925 and the corresponding month in 1924, are:

	1925 Bushels	1924 Bushels
January .....	8,434,000	4,421,000
February .....	7,387,000	3,095,000
March .....	9,961,000	3,747,000
April .....	8,424,000	2,811,000
May .....	9,870,000	2,811,000
June .....	7,069,000	4,974,000
July .....	5,288,000	4,049,000
August .....	7,900,000	16,835,000
September .....	9,390,680	32,662,007

Wheat flour exports for the nine months of the calendar year aggregates 8,227,000 barrels, compared with 11,070,069, barrels for the same period last year, but wheat clearances fell proportionately more than flour.

## SOVIET WHEAT TO ENGLAND

Some criticism is being directed against those English buying agencies which are resorting to the Union of Socialistic Soviet Republic (Russia's new alias) for wheat. The Co-operative Wholesale Society, of London, brought a few cargoes of Russian wheat to English docks, and what it does not require for use in its own mills, it is selling to other millers. Samples of the wheat revealed that it was in good condition, and in one mill replaced No. 3 Manitoba in the mill mixture.

British wheat growers will be as badly hit as anyone by these imports of Russian wheat, as the cost of production in England is relatively high, and the appearance of Russian wheat in the world's markets undoubtedly helps to lower prices generally.

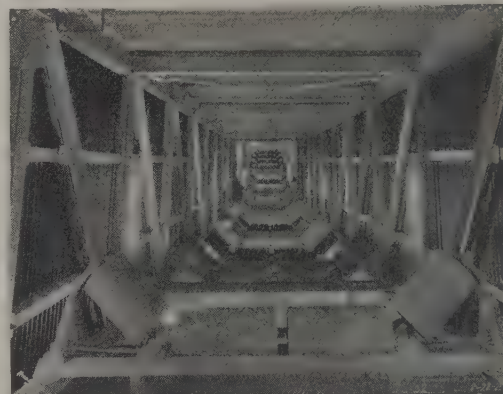
## CANADIAN GRAIN MOVEMENT

Sixty bushels of grain a second have been carried to market farms in western Canada by the Canadian Pacific Railway since the grain movement began early in September, according to statistics issued. "Movement of grain over the railroads has exceeded the previous high record of two years ago, when the crop was 474,000,000 bushels," said one official. "To keep up with the unprecedented rush it has been necessary to move a carload of grain out of Winnipeg every minute and 23 seconds day and night since September 1. Grain delivered at the terminal elevators at the head of the Great Lakes during September would fill a fleet of 200 ships with a cargo capacity each of 200,000 bushels.

"Eighty-three grain inspectors working day and

night shifts sampled 1,556 cars in a single day recently, a total never before equalled in the history of grain inspection. Grain inspection in the first week of September totaled 5,260 cars, compared with 750 cars in the same week a year ago. An average of 3,000 cars of grain will be in transit between Winnipeg and the Head of the Lakes as long as the present grain movement continues. Combined in a single train they would cover a distance of 25 miles."

Tremendous growth of western Canada's grain crop in the last two decades is illustrated by figures which show that in 1900 the total wheat crop



CONVEYOR GALLERY CONNECTING WYANDOTTE ELEVATOR WITH MILLING PLANT

of the Prairie Provinces amounted to only 17,053,546 bushels, which at that time taxed the facilities of the railroads for several months. During 22 working days in September, 55,835,554 bushels of grain were handled along the lines of the Canadian Pacific.

## HEAVY CORN AND RYE CARGOES

The law of compensation is hard at work on the seaboard. Wheat exports slumped decidedly during September, but corn shipments for that period were 1,120,879 bushels, compared to 732,000 bushels in August, and 695,121 bushels in September, 1924. Oats exports were smaller in the first fall month: 530,474 bushels, against 610,400 in August.

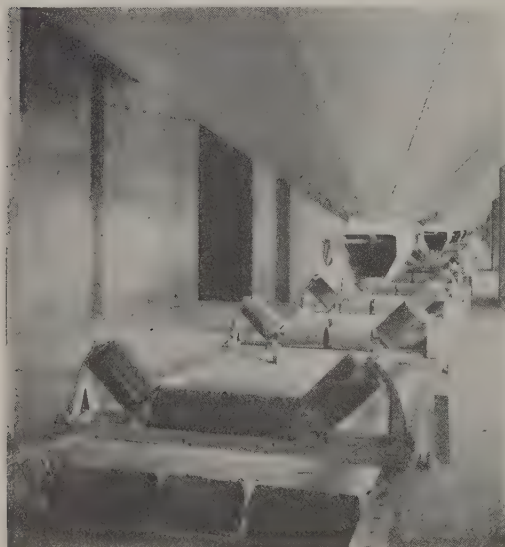
Rye clearances in September, though, were slightly higher than in August, totaling 1,041,893 bushels, compared with 1,009,000 bushels. The total of rye exports for the nine-month period is greater than last year's period, with an aggregate outgo from the ports of 28,423,000 bushels, against 22,685,036 bushels up to October 1, 1924.

## LEGISLATE AGAINST CORN BORER

The attack of the European corn borer on Massachusetts' crops has been so severe that there is now a law in that state compelling farmers to fall plow their stubble land before December 1. Whole fields of corn were completely destroyed last summer around Lake Erie by the European corn borer, which is headed for Illinois and other corn belt states at the rate of 15 or 20 miles a year. It is only a little more than 100 miles from Illinois to the infected area in Ohio and Michigan, extending on into Massachusetts, Pennsylvania, and Canada. At the rate the borers are now crawling to their new happy hunting ground in Illinois, Iowa, Missouri, and other big corn growing states, they are due to arrive in about four or five years. If they are given a lift along the way by tourists who carry out of the infested zone roasting ears, seed corn, or vegetables, they will be here much sooner.

While corn is the borer's favorite home, it also attacks 200 different coarse-stemmed food plants.

How can the borer be controlled? Elevator managers serving corn farmers are being urged by many agricultural experts to give the following advice when and where needed: (1) Cut low or break off all corn stalks. (2) Destroy all the borers in the stalks by ensiling, feeding, shredding, or burning. (3) Destroy all left in the field by ploughing.



PATENTED ALL-STEEL BIN BOTTOMS WITH CONVEYOR BENEATH

needs of the coming two decades develop at the same rate that those of the preceding two did, there is reasonable question as to how long it will be before there is a call for even further additions.

## DOES IT PAY TO PASTURE WHEAT?

"There are times when it pays to pasture wheat, but under ordinary conditions pasturing will often decrease the yield as much as three to four bushels per acre," says H. M. Bainer, director, The Southwestern Wheat Improvement Association. "Right now there is considerable acreage of early sown wheat over the Southwest," he says, "that is already showing too much growth and if weather conditions remain favorable, this wheat will be helped by pasturing."

"Wheat that is allowed to make too rank growth in the fall removes an excessive amount of moisture and plant food and draws heavier on the soil than an ordinary growth, and under such conditions, judicious pasturing will consume the extra growth and benefit the crop. For the farmer who has plenty of feed there is little to induce him to pasture his wheat and he would be ahead by not doing so, unless, of course, his wheat is rank and has too much growth. On the other hand, the farmer who has a good growth of wheat and is short of feed, especially if he has dairy cows, will often make a profit from pasturing his wheat, providing he does it judiciously.

"Many wheat growers, and especially cattlemen,



## Moves Six Huge Tanks One-Fifth Mile

### Six Steel Grain Tanks of 50,000 Bushels' Capacity Each Successfully Transplanted to Concrete Bed After Resting 20 Years on Sand Fill

**W**HEN things are running smoothly, one grain dealing concern in a big grain market such as Minneapolis, looks about like the rest. It is only in emergency, that special interest is focused on an individual company, and the genius or the mediocrity of its management is thrown into sharp relief.

In Minneapolis, there's a grain man who keeps in his desk an old well worn memorandum book, which is labeled with the cryptic title "Hot Potatoes." Next to golf, it is his hobby. In it he sets down brief accounts of how unusual crises have been met, how

expenditure of about \$45,000. The actual moving of the tanks is estimated at \$6,000, which is only two cents a bushel. New storage of the same character would probably cost 26 to 28 cents a bushel.

The post-fire alternative chosen by a management less alert, would probably have been the erection of a temporary workhouse to go with the tanks resting those 20 years on temporary foundations.

Taking into consideration the six old tanks on their new locations, the Twin City Trading Company's plant at 2500 Elm Street, S. E., Minneapolis, offers concrete and steel storage for 1,177,000 bushels of grain. There are 45 tanks altogether, and 96 bins. The company uses five railroads in its receiving and shipping operations, and as its receiving capacity is 60 cars per day, the volume of grain handled in the course of a year runs into war-debt figures. Shipping capacity is also 60 cars per day.

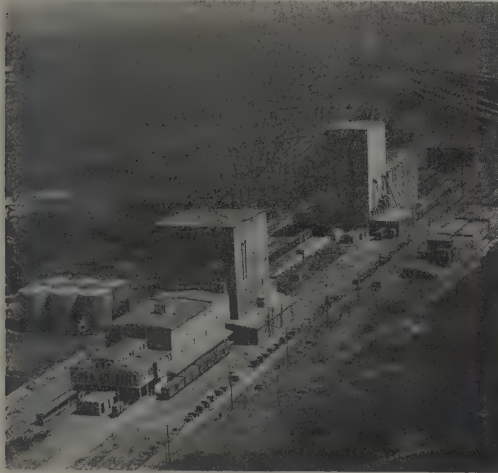
In the matter of cleaning equipment this plant is well taken care of, with its battery of 16 grain cleaners of various types and makes. From 15 to 25 cars of grain per day can be cleaned and loaded or stored. A Morris Drier, with a capacity of 750 bushels an hour, is an important unit of the plant

the scale equipment chosen by those in charge at this storage plant.

The Twin City Trading Company buys its power and light from the central electric station. To the drives on the machinery, and belt conveyors, the current is sent by 48 motors of several sizes and makes. Mr. Ivey states that the total requirement of this plant with loading and unloading equipment, its conveyor system, and its many machines, is 1464 horsepower.

There are only three private elevators in Minneapolis with capacities exceeding that of the Twin City Trading Company's, and in a wheat market where there are 37 large private elevators, some prestige is naturally attached to being fourth from the top in size. Public ("regular") elevators in Minneapolis, number about 30, with a total capacity of around 38,000,000 bushels. The private elevators provide storage for an additional 19,000,000 bushels.

In this latter group, The Twin City Trading Company is prominent, not only in point of size, but in the matter of efficient management. Probably it takes just as sound judgment to keep things running smoothly, as they do most of the time at the Twin City's "A" and "C," as it does to solve problems that press forward in an emergency. At any rate, to the outside observer, the deft handling of a "hot potato" crisis, such as this company had when the old wood house burned, is always of a



TWIN CITY TRADING COMPANY'S PLANT BEFORE THE FIRE  
Burning of wooden headhouse in the foreground left the six tanks without elevator connection, necessitating moving them to rear of concrete house in background

ticklish jobs have been completed, and how all kinds of "hot potato" situations have been handled. One page in the old memorandum book (which he declares he is going to publish eventually), no doubt contains an outline of the unusual way in which the Twin City Trading Company, of Minneapolis, Minn., met the difficulty originating when an old wooden workhouse caught fire. When this structure, shown in the smaller illustration, which was used to fill the tanks next to it, was destroyed by the flames, no one will deny that Mr. Ivey, manager of the Twin City Trading Company, had the hottest kind of potato on his hands.

As can be seen in the pictures, the company already had a large, modern, concrete workhouse on the same property, and so did not want to erect another workhouse to be used in connection with these tanks alone. Had the tanks happened to be of concrete, of course, there would have been nothing else to do, according to Mr. Ivey. But as these particular holding units were steel, the problem became simplified somewhat. It was decided to move the tanks (each one 40 feet in diameter and 50 feet high) over to a position where they could be worked from the new concrete house already completed and in operation.

When the tanks were erected in 1905 it was for emergency purposes and they were simply intended as temporary property, so no foundations were built and for 20 years the big steel tanks, each with a capacity of 50,000 bushels, have rested on only a sand fill. Finally it was decided to move them a distance of approximately one-fifth of a mile to be connected up with the present concrete workhouse, apolis Steel & Machinery Company.

The contract for the moving was let on September 10. Excavating started September 11, and all the foundations were finished and some of the hoppers, by October 1. The first tank was started on its way to the new location October 15. It was feared the bottoms might be rusted through or nearly so, but tar paper had been spread on the sand underneath, and had kept the bottoms in a most remarkable state of preservation. The tanks were built by the Minneapolis Steel & Machinery Company.

The completion of the entire job will involve an



CONCRETE FOUNDATIONS PROVIDED FOR TRANSPLANTED TANKS OF TWIN CITY TRADING COMPANY, MINNEAPOLIS, MINN.

equipment which also includes a Western Corn Sheller that can dispose of four cars of the yellow grain each day. Corn, wheat, oats, and all grains are handled. In the course of 12 months, about 6,000,000 bushels enter and leave the bins of the tanks shown in the illustrations.

Weighing apparatus in a terminal market plant of this size, must be able to stand up under heavy and continual use. Four large hopper scales, furnished in part by Fairbanks-Morse, constitute

more special interest. Moving the tanks was simply the sensible thing to do. If the moving as a solution has been too heavily emphasized on this page, it is because of the fact that common-sense solutions are not so common as one might think, and when one is found, tied up with so interesting an engineering job as tank transplanting, the urge to give it prominence is irresistible. The Barnett & Record Company, Minneapolis, Minn., built the concrete house to which the steel tanks are connected.



## Hints for the Elevator Millwright

"Tune in on Hay," Says Big Bill, "And Make Your Elevator Busy Night and Day"

By OLD TIMER

"YES, SIR," Morris M. Marston, owner of the Square Deal Elevator at Massaboag Lake, read from a letter just received from his millwright, Big Bill Davis, who had been absent for several days, looking up elevator sidelines for four elevator owners who had decided to do something radical to bolster up the dwindling business of their respective establishments. "I have just reached Mr. Shattuck's elevator, and it is right in town, as prominent as the bank and postoffice. Haven't gone over his proposition yet, but it looks good thus far for adding a wholesale and retail hay, straw and Alfalfa selling proposition, buying the grass here, there and everywhere, and cutting, curing and baling the material as far as possible where it grows.

"The location of Mr. Shattuck's elevator is in a small and hustling city, right in the midst of a very fertile district where much hay is being grown. I saw it everywhere as we motored in from Mr. Blood's elevator, and what land is not used for raising hay and grain, seems to be producing garden truck of great excellence and in vast quantities. So there is plenty of hay in the immediate vicinity of Mr. Shattuck's elevator, and judging from the numerous horses owned by truckers, there must be a considerable local demand for hay right in Mr. Shattuck's home city. But, that, I will look into later."

Mr. Marston laid Big Bill's letter on his desk, drew his hand across his forehead and said to himself, "The thing for me to do, right now, is to be looking out for another good millwright. I can't afford to keep Big Bill Davis any longer in the capacity of millwright. It is up to me to take him into partnership, before somebody else ties him up with a contract and makes a lot of money with him, building and boosting industries all over the country. Sorry, for Big Bill was a mighty fine millwright, and I can't afford to lose him!"

\* \* \*

"Good morning, Mr. Davis," said Mr. Shattuck as he entered the cozy little hotel and shook hands with Big Bill. "Are you ready to look over the city and my little elevator?"

"All ready, Mr. Shattuck. It is a lively place here, and you surely should be able to add a line or two which will keep you hustling with your elevator operations."

"Yes, the elevator is centrally located. Here we are now. As you see, it is right in the center of the city, between two railway lines, and within a block or so of the postoffice and bank. To tell the truth, the elevator is rather too centrally located; it will be hard to expand a bit in any direction if ever there should be need of doing so—you see that the elevator is shut in on two sides by railway sidings. My side tracks lie alongside of the railroad sidings, and I have the privilege of using either my own or the railway sidings at pleasure, for which courtesy, I let the railways use my sidings as they please. The scheme works much to my advantage as well as to that of the railroads, for, my cars being mixed more or less with theirs, they are always willing to kick my cars right to the elevator door whenever they are drilling out their own cars, which is seemingly most of the time. I never lack for a shifting engine around my mill. Now, here we are, and you can look the premises over for yourself and see what idea strikes you for my prospective side lines."

"The idea, Mr. Shattuck has already 'ketched' me," smiled Big Bill as he paced from the elevator to the side tracks and from the side track to the railway sidings and team tracks. "Look at this, Mr. Shattuck," said Big Bill as he made a sketch on the back of an envelope. "There is where you can build some sheds right over your side tracks, making the sheds about 40 feet wide and nearly 400 feet long. You can put up two of these structures, one beside either railway line, and then load from these

sheds in or out, as necessary, either to or from cars on your own sidings, or to and from the side-tracks of the two railroads."

"Yes, but what do I need sheds for? There is room to spare in the elevator building for about half the grain raised in the county. I can't keep the bins full even part of the time, so where is the need for two or three acres of shed room?"

"Just look over there, Mr. Shattuck, at that truck loading out from a box car on the railroad team track. That truck is on your ground, isn't it?"

"Yes. As I said, I let the railroad use my ground and track same as I use theirs."

"That's all right—just the thing for your new lay-out. But just notice what that truck is loading from the railway car with? And look over there on the siding belonging to the other railroad. Aren't there two horse-drawn trucks loading out of cars there, with a couple more horse vehicles waiting their turn? And, isn't one of the wagons being loaded with straw and another with grain in sacks? How come, Mr. Shattuck, that the local trade is being supplied with grain by rail, instead of from your elevator? You have a feed-mill of course, haven't you?"

"Sure, I can grind all kinds of feeds and chow and sell chicken feed of my own make, but, that wagon is not loading out grain. He is loading with Alfalfa meal in sacks, and a good deal of it is coming into this city, and its use is increasing in every direction. There is a mill down the railroad about 50 miles where they grind Alfalfa, and a good bit of that stuff is raised right around here; it is shipped 50 miles to be ground and then, as you see, some of it is shipped back here again to consumers."

"Mr. Shattuck," said Big Bill, extending his hand, "put it there! I thought I had your sideline sized up all right, and now I am sure of it, only, I am afraid that like Mr. Blood's gravel lay-out, your sideline will prove so big that it may cover up your main-line completely. But, I believe you can make your new sideline build up and develop your grain business to treble its present proportions."

"Sideline cover up my main line? Say, Mr. Davis, what are you talking about? I thought we were looking for a sideline of something to sell in connection with my little grain elevator business. What's the matter? Did you walk in your sleep last night, and get kicked by white mule, or did some moonshine happen to fall upon you?"

"Not a bit of either, Mr. Shattuck. My head is as clear as a bell. So clear that I can see just how you are going to develop a splendid sideline in connection with your elevator business, if you will cover your elevator sidings with sheds, and then fill the sheds with hay, straw, and Alfalfa—hay and straw baled where produced, and Alfalfa raised around here and ground into meal right here in your own elevator building. You can hit it just right by using a lot of your extra bin storage for Alfalfa meal, and a small grinder, working almost continuously will consume very little power, grind a tremendous amount of Alfalfa and can be operated by the night watchman after the day-force has gone home. You cannot only make the profit earned by grinding Alfalfa on what meal you sell here, but you can also save the cost of freight to and from the mill 50 miles away."

"But, what will be the use of all the shed room you propose? All the Alfalfa I can get hold of won't begin to fill such big sheds, and there isn't enough Alfalfa raised in this part of the country to keep even a small mill busy all the time, as you suggest."

"You will need shed room—lots of it, Mr. Shattuck; but as you say, it will not all of it be needed for Alfalfa, although I can see how you are going to handle a very large amount of that most excellent forage, and induce the raising of a tremendous acreage of that, too. You can take the farmers into your confidence, offer them good prices for Alfalfa,

and you can make the profit on curing and baling Alfalfa by taking the stuff right in the fields where it is grown."

"How can that be done?"

"Contract with the farmers to raise the Alfalfa, then organize your own gangs of men, provide as many mowing machines as necessary, and do the cutting and curing of the Alfalfa with your own gangs of workmen, using the farmer help as far as possible for local and surrounding Alfalfa fields. Arrange a truck to carry a small tractor and a mowing machine. Load 'em on the truck and proceed to the Alfalfa fields, taking in tow several carts with rack bodies which look almost like old-fashioned ox carts of 100 years ago. Each cart should carry a tarpaulin large enough to cover the cart after it has been filled with a ton or two of Alfalfa. Add a horse rake to the mower outfit, to be drawn by the tractor also.

"Mow a field of Alfalfa and let the Clover dry a day or so, while you are mowing another field. Then, when the degree of dryness is just right, hook the little tractor to the rake, gather up the Alfalfa hay, just cured enough, and not dry enough that the leaves will crumble and fall off. Tow one of the carts along behind the truck, following the rake. Probably it will be found profitable to use a loading elevator to place the Alfalfa on the cart. Or, it may be pitched on by hand-power. Follow with the cart until it has been filled with Alfalfa, then, disconnect it from the truck, place a stick or a light trestle under the end of the cart pole, draw a tarpaulin over the cart load of Alfalfa, and leave cart and Clover there until the Alfalfa has become completely cured and ready to be ground into meal. Then, hitch several of the carts behind the truck and haul the Alfalfa to the grinding mill; or, if too far away, haul to a baling press and ship thence to your elevator and grind into meal or store in the shed, or ship direct to customers as you may find necessary and profitable."

"Well, well, Mr. Davis; that certainly listens pretty good! But, isn't that a new way of curing Alfalfa? Are you sure it will work all right?"

"The method may be new to you, Mr. Shattuck, but it has been used for years. I once visited a plantation in Mississippi where they mowed upwards of 1,500 acres of Alfalfa. They started their mowing machines just as soon as there was any Alfalfa to cut, and those machines were running continuously, six days in the week—barring rainy days—until Thanksgiving Day. They cut three or four times during the season. Probably you will not be able to cut more than two or three crops in your latitude, but that depends on weather conditions as well as latitude. You can handle a lot of Alfalfa in that manner, and make a nice profit on it too by eliminating most of the hand labor."

"Bill, I don't know where I am at! I expected you to advise me to put in a retail business in connection with my grain elevator, and handle all kinds of feeds and foods, but I hardly expected to be shown how to establish a sideline so big that I can't even comprehend it yet. What ideas have you in mind regarding the hay end of the business? Must be pretty sizable ones, if they require all the shed room you have proposed."

"The hay line, Mr. Shattuck, can be made even bigger than the Alfalfa scheme. I propose that you buy hay on the stump anywhere and everywhere you can get it profitably. That you organize haying gangs of your own, and that you employ local farmers to gather your hay crop accordingly as circumstances and environment make possible and profitable."

"The hay when cut, will be stored in barns or stacks as may be arranged, until it is in proper condition for baling, when your own baling gangs will travel abroad and put the hay into shape to be shipped to your sheds, or to whatever destination you desire. At first, you will probably start small and supply local customers, handling a comparatively small amount of hay, straw and Alfalfa. But, Mr. Shattuck, there is no reason why you should not lay the foundations, when starting, of a national and even of an export business in the three articles mentioned. Start small, but with plans laid for growth to larger lines. Lay your plans so they



may be profitably extended as opportunity arises for doing so. Establish grades for all the hay which you bale. Let each bale be given an indestructible, non-losable tag which will tell you the grade of the hay in that bale. Then, as business increases, segregate the various grades in your sheds and send to customers exactly the kind and grade of hay which they desire, or which is best fitted for their needs.

"Eventually, separation of the grades will require a reversible moving platform, or ramp, the entire length of your hay sheds, by means of which bales of each grade may be quickly and cheaply sent to the space allotted to that particular grade of hay. Unloading conveyors and piling elevators will make the handling of bales in the sheds very inexpensive."

"Yes, Mr. Davis, but how am I going to sell all the hay which will be acquired in the manner you have described? First thing I know, my elevator and your sheds will be snowed under with a pile of hay taller than the Washington Monument. It sure will take some selling to get rid of all the hay you are wishing on me. How is that end of the business to be handled?"

"You will have a sales organization to build up, just as you will have to construct buying and hay-harvesting operations. As your sales will be small at first, in direct keeping with your buying, you will be able to keep one jump ahead of the game by means of careful planning of sales and opening of new territory therefore."

"Phew! But the whole proposition is so big that it fairly takes my breath away whenever I begin to get its immensity and possibilities through my head! Wonder what friend wife will say to the proposition? Shouldn't wonder if it met her unqualified approval. She has ideas of her own, and they are usually mighty good ones, and I find I am nearly always the gainer when I proceed according to her advice."

"Mr. Shattuck, I have met your wife but once, but she impressed me as one who is very capable, and whose intuitions are some ahead of our judgment. I feel that you will do well to make your wife a full partner in this hay, straw and Alfalfa business. She can take a lot of the work off your hands—or head—and probably will do certain things far better than either you or myself could accomplish them. Some women's heads are getting to be mighty important in modern business. So, take her as full partner in this new sideline of yours."

"That looks good to me, Mr. Davis, and here is what we will do. Move your grip over to my house and we will go into executive session with Mrs. Shattuck. You place the matter fully before her, as you have before me, and if she regards the proposition favorably, and will take hold of it with me, then we will go into it as soon as possible."

"That's straight talk, Mr. Shattuck. It sounds good to me, and I'll go you. When you go home, we'll walk around by the hotel and I'll get my grip and go right with you. But say, Mr. Shattuck, hadn't you better 'phone to your wife, right now, and give her an idea of the extra work you are planning to inflict upon her? She may want to 'put another dipper of water in the soup,' if she is going to have another person to dinner, you know?"

"Good idea, Mr. Davis, and I'll 'phone right now \* \* \* There, she says to bring you right along with me."

"Now, Mr. Davis, when we four men met you at the Square Deal Elevator, we intended to add sidelines of various articles which we could severally sell to advantage. The merchandise was to be purchased in common for our four respective elevators. We were also to have, I believe, a hay baling press in common, which was to be operated as it could be profitably handled, and the hay sent to our several locations as we could handle and sell that article. Now, what is to become of that plan? We each and all seem to have hit into specialties of greatly different natures. What is to be done with the original plans which we all had in mind?"

"Those plans, Mr. Shattuck, were only tentative. They could be changed as required, according to conditions found when we looked the ground over."

As it turns out, all four of you gentlemen have hit right into things so much better and bigger, that our first plans may well be laid aside entirely. Very possibly those plans may be worked to advantage by some other group of elevators, where conditions and environment require co-operation of the sort which was briefly outlined by the preliminary plans in question. Now, we will go over the hay matter with Mrs. Shattuck, and tomorrow I must hurry back to the Square Deal Elevator."

## THRIVING FARMER OWNED ELEVATOR IN ILLINOIS

With its many miles of concrete roads, Illinois is studded with elevators. When traversing the main highways of the state one is seldom out of sight of a country elevator, always conspicuous because of being the highest building anywhere near. These towers of the grain business have undergone changes in many cases, and sometimes they present a decidedly shabby external. Others, especially of more recent construction, have a rather pleasing architecture distinctive of no other type of building. The variety of shapes and sizes lends interest to observing the elevators which serve the different country stations along the line.

One of the very attractive houses of the newest



PLANT OF THE PESOTUM (ILL.) ELEVATOR COMPANY

type is the plant of the Pesotum Elevator Company, situated in Pesotum, Ill. It is to be found on one of the principal north and south highways in the state, and has an advantageous location adjacent to the right of way of the Illinois Central Railroad. The building measures 42 feet by 42 feet, and is 80 feet in height, figuring to the top of the bins, or 108 feet if reckoned to the top of the cupola. We regret that the full height of the cupola does not show in the illustration. The picture was taken by an amateur.

It is of monolithic concrete construction, and has a storage capacity of 60,000 bushels. This is divided into 12 tanks, and arranged so that the elevator can handle 58,000 bushels of small grain and 2,000 bushels of ear corn. Since it is situated in the very center of a rich grain producing area in Illinois, there is ample need for this capacity. The house is equipped for a receiving capacity of 20,000 bushels daily and a shipping capacity of 14,000 bushels daily. There is an Invincible Grain Cleaner in the elevator that can handle 2,000 bushels per hour.

Electricity is used for both power and lighting, and the current is provided by central station service. A 25-horsepower motor has been installed, and also a 15-horsepower motor; and the drive is a 600-foot rope. Two wagon dumps have been provided

and there are two 10-ton scales, as well as a 10-bushel scale, the latter having been furnished by the Richardson Scale Company. In addition to the regulation elevator machinery already mentioned, there is a manlift.

Among the commodities which figure most prominently in the Pesotum Elevator Company's business are wheat, corn, oats and soybeans. In the year 1924, the house handled 397,000 bushels of grain. Several sidelines are included among the products merchandised, the principal ones of which are seeds, coal, limestone, binder twine and feeds. The leading one among these from a profit standpoint is coal.

The company commenced operation in 1920, and has been moderately successful. The business has no indebtedness, and is capitalized at \$60,000, divided among 114 stockholders, all of whom are farmers. The Board of Directors is composed of seven members; and the officers include the following: President, Henry Pfeffer; secretary, Henry Reinhart; treasurer, Peter Weasel; and manager, J. A. Gilles.

## SYSTEMS THAT BREED CONFUSION

By E. A. WENDT

One of the things I have learned is that some big business concerns, including big railway systems, cling to obsolete methods just as some persons cling to the kerosene lamp where they could have the convenience of electricity at less expense. In one of the chief cities of Maryland is a modern grain elevator devoted to wagon deliveries for the associated grain merchants controlling the local trade. The routine is this: A member of the association (commission, wholesale, or extensive retail dealer), orders a car of grain to this elevator. The grain is graded, elevated and stored. We will assume that it is graded straight No. 1 or No. 2 or No. 3 with no modifying clause, and so goes into "stock" (which is to say it may be delivered on any authorized orders for that grade of grain whether orders come from that merchant or another having grain of same grade stored in the elevator and whether the order is against that particular carlot or another of same grade).

I may explain that the business of such elevators is chiefly corn, oats, and rye, with a sprinkling of kafir, Milo, buckwheat, barley, and wheat, and that the grain is delivered to the wagons in sacks supplied by consumer or small retail dealer buying for his trade. The sacks are filled (at required weights), tied, and dropped to wagons by the elevator force.

Now, assume that our carlot of oats was stored in Bin 140. When stored, a certificate of ownership is issued to the merchant owning that carlot. The certificate has a special serial number that is not duplicated. The certificate gives the car number, quantity, type, and grade of the grain, and number of the bin in which it was stored. Each certificate is negotiable and is identified only by its special serial number.

We will assume that the serial number of the certificate we are following is 90,000. As this grain is on straight grade and in "stock", it must be used in deliveries before it ages too much—that is, used on any deliveries of that grade when there is no grain in of same grade that has been longer in storage—to avoid "heating", which is probable with most grain on the market. But the owner may employ Certificate 90,000 to negotiate a loan, or hold it several months before he decides to sell it or draw on it. Meantime that carlot of grain may have been delivered on other orders for that grade and grain of different grade stored in Bin 140, quite probably for the same merchant that had owned the previous carlot in the same bin.

Or, equally probable, if the bin was so emptied at the time the new season's grain is coming in, the bin may have been refilled with a carlot of new grain precisely the same grade as the old carlot and for the same merchant.

In this way the same merchant may be issuing orders at any one time on two or three carlots of



the same kind of grain (but of quite different grades or condition) on one and the same bin number. This proves very confusing to the elevator man that receives the orders, except when the merchant is much more careful than the average and fills in with the car number or with other special information that assists in identifying the particular carlot. More or less serious mistakes are quite frequent, especially when the elevator man who receives orders is of erratic, impatient temperament, and many such mistakes are expensive to the company operating the elevator.

Or, again, the owner may split Certificate 90,000 into several small lots and have it reduced certain quantities to be covered, say, by other certificates that are exactly identical with the first except in serial number, which may be 90,001, 90,002, 90,003 (if so many are required and these numbers have not been applied to other carlots before the split), and leave a balance on the original certificate. He surrenders one, say 90,001, to the agent of elevators and issues orders against it to consumers or to retail dealers but the orders are drawn against Bin 140 and not against any special certificate number.

At the same time, each day, the elevator reports to the office of the agent of elevators the exact number of bushels and pounds delivered that date against Certificate 90,001 and all other certificates against which orders have been filled on that date using only the certificate numbers as the keys to identification in each report. Most probably the merchant overdraws the amount of Certificate 90,001. The elevator calls for more authority to fill the orders presented. He surrenders another, say Certificate 90,002. So it goes on until the last certificate for this carlot has been surrendered and overdrawn. All might be well if this merchant and the retail dealers kept their books straight and up to date. But, in time, the whole thing must be gone into and untangled and, as all orders were issued with only bin number (140) for identification, and as each time a certificate was overdrawn some order issued against it had to be split between it and another certificate, such tangles make much extra work and kill many hours for the elevator employees.

If bin numbers had been ignored on all orders and the proper certificate serial numbers employed for identification much of this annoyance and waste of time would be avoided.

Again, the same merchant frequently has the same grade of same grain stored in two local elevators and, in a rush, he sometimes designates the wrong elevator on an order issued to a customer. As, not infrequently, each elevator will be using bins of same numbers for same grade grain owned by the same merchant, during a rush such errors will sometimes get by at the elevator and an order is filled at the wrong house; this produces another time killing tangle that could not occur if the certificate serial number was employed to identify all orders, either regular or telephoned. Tangles such as those mentioned frequently keep one or two elevator men employed several hours that should be given to the regular work besides causing the expense of many 'phone calls.

Another frequent cause of wasted time, delayed deliveries, and disputes is when a dealer splits an original certificate, as previously explained, and then releases two, or more, of these small certificates to the elevator at one time and issues orders against each. As only bin numbers—and perhaps car number—show on the orders the elevator does not know to which certificate any such order should be charged and can only use its best judgment. The final result is the holding up of deliveries, some day, while phones buzz, files are searched, and deliveries checked over.

Later, many of these deliveries must be switched to the delivery sheets under their proper certificate numbers and, as all that were charged against wrong certificates have been so reported in the daily reports, these reports must be altered for, perhaps, 10 days back, or more, which means a lot more wasted time and 'phoning in three offices. The writer is fully experienced and can safely say that a willing and competent man in charge of elevator

deliveries could give many more hours to the actual work of making deliveries if these, and other, complications were avoided by the indicated alterations of system.

Another feature, now indorsed by some of the merchants, is having each order that is issued, against a certificate or carlot, bear its individual order number to avoid the possibility of duplication. While such duplications are not frequent they are troublesome when they do occur. A retailer orders by phone from a wholesale merchant who mails him an order on the elevator. The order does not arrive in time to please the retailer who sends his truck to the elevator and has the elevator 'phone the wholesaler for a telephone duplication of the original order—which, of course, is given. Later, the wholesaler's bookkeeper, or somebody, discovers the record of the 'phone order and, not aware that the original was previously mailed to the retailer, he mails duplicate to the elevator to cover the phone order. Of course the date of this and the real original order will differ.

A few days later one of the retailer's men finds

this actual original order on his desk—it having arrived too late. The man does not know, or forgets, that this order has been filled and, if the grain is needed, he hands the order to a driver and sends him to the elevator where the order is honored the second time because the elevator has no means of discovering the error. But, in time, the wholesaler discovers the error and wastes many hours of his own time and of the elevator's clerical force in diplomatically proving to the retailer that he actually owes just double what he supposed for grain.

If all orders, 'phone or regular, had been properly numbered the dealer, retailer, and elevator would have identified them as one and saved time, 'phone charges and, sometimes, a customer. I may add that the employment of certificate number by merchants on their orders would be much less complicated than the present system as the merchant would merely have to write, "Deliver — bushels from certificate — at — pounds net, per sack." This would require less writing and would avoid all misunderstandings. Any elevator operator knows that economy in these are essential.

## Builds Improved Kansas Elevator After Fire

THE country stations are the links that strengthen the chain constituting our national system of marketing grain, and just as no chain has strength unless each of its links is strong, so the entire operation of marketing would be crippled if country elevators fell down on the job. New ones are always being added, and just as regularly old ones are being repaired and rebuilt. Each in its own location and community represents an important factor in civic as well as commercial life and frequently reflects the prosperity or depression of local affairs.

In Kansas, where vast crops require numerous elevators, is the Damon Grain & Produce Company,

average of 300,000 bushels of grain per year are being handled.

The elevator is of ironclad construction and includes two steel tanks. The storage capacity is 45,000 bushels, the elevator proper storing 15,000 bushels and the steel tanks the remaining 30,000 bushels. The plant has a receiving capacity of five cars per day, and its shipping capacity is the same.

Electricity is used both for power and for lighting, and the current is furnished by central station service. Two electric motors have been provided, furnishing an aggregate of 20 horsepower, which is the requisite of the plant. A belt drive is used.

All equipment except the electric motors was



DAMON GRAIN & PRODUCE COMPANY'S ELEVATOR, CALDWELL, KAN.

which operates two country houses, one at Doster and another at Caldwell, Kan. The company's elevator at Caldwell was recently erected, as a successor to one which had been destroyed by fire in April 1925. At that time the property belonged to the Caldwell Milling Company, and after the fire what was left was purchased by J. E. Damon. He proceeded at once to build a new elevator and organized the present company. The Doster Elevator, formerly belonging to the Caldwell Milling Company too, is a 22,000-bushel unit, ironclad, and was built in 1924.

The Caldwell plant is located favorably for transportation, having ready access both to the Chicago, Rock Island & Pacific and the Atchison, Topeka & Santa Fé Railways. The territory surrounding it provides generous supplies of wheat and keeps the elevator busy. So far it has been found that an

furnished by the Great Western Motors Company of Leavenworth, Kan. In addition to the machinery already mentioned, there is an electric shovel and also a Howe Track Scale of 100 tons' capacity. There is also a feed grinder in the elevator.

There is considerable variety in the business handled, including several important sidelines in addition to grain. The chief grains that pass through the elevator are wheat, corn, oats and kafir. The principal of the sidelines are flour, salt, coal and various feeds, including poultry feeds. The Southard Feed & Milling Company's poultry feeds, the Purina line, Red Star, Hunters Cream and Polar Bear flours are represented among the brands that are sold by the company.

The officers of the company include J. E. Damon, president and manager, and M. I. Damon, secretary-treasurer. These executives act for both properties.



## Vitality in Management Main Characteristic of Pontiac Firm

THERE are many elevator managements in the United States that operate as many plants as does the Pontiac Farmers' Grain Company, but there are none that have a more solid foundation on which to build new developments. This company has been aggressive and new plant additions have been made when conditions warranted, but the officers have carefully guarded the

to see where the loss occurred, and if the profit leak could be stopped. The Board finally decided it was unwise to store grain or advance money, and they reorganized or rather adopted new rules and regulations for handling grain: No storage, no advancing of money. This is still the company's motto. They consider the elevator business purely one of transferring grain from the farm to market and consequently are frankly out of the storage business. Purely a means of transferring for the community not a money loaning center for those who wish to carry grain—that is the Pontiac firm's idea of an elevator's function. Banks should perform, they claim, the other end of the service. By the elimination of the necessity of speculation by advancing money, they soon recuperated.

The concern then built an addition to its

plants at Pontiac are set respectively on the Chicago & Alton, the Wabash, and the Illinois Central tracks. The elevator at Cayuga, Ill., is served by the Chicago & Alton Railroad, while the two houses at Swygert and Rugby, Ill., are on the Illinois Central. The pictures of the plants are furnished by the *Farmers' Elevator Guide*.

An interesting point to consider in reviewing the accomplishments of this company, is the fact that it has been under one management for 20 years—ever since it started. George Brunskill is the manager to whom its success is so closely linked.



THE C. & A. PLANT, PONTIAC, ILL.

stock from water; the securities of this farmer-owned concern are bone-dry.

The Pontiac Farmers' Grain Company was organized in the beginning of 1906 with a capital stock of \$7,500. An elevator was purchased in Pontiac, Ill., for \$6,000, leaving a working capital of \$1,500. A manager was then hired, and business begun. During the first year the company handled 300,000 bushels of grain through this one elevator. The next spring it was decided to buy another elevator in Pontiac—located on the Wabash Railroad, but after buying this elevator they found they had "a lot of junk" on their hands and spent \$3,500 repairing it and making it fairly modern. They continued this for two years and as business grew they decided to build an elevator at Cayuga, Ill., for which they increased the capital stock to \$15,000. The bulk of this stock was sold in the vicinity of Cayuga in order to have farmers there interested. A contract for a 17,000-bushel capacity house was



THIS HOUSE AT PONTIAC IS ON THE WABASH

Cayuga house for 30,000 bushels extra capacity, and purchased another elevator on the Illinois Central. That brought the total of Pontiac houses to six, on a paid in capital of \$20,000. During the closing years of the war and the year following, these elevators were practically filled with high priced grain, cars could not be bought or traded for, and market started to decline. This concern like many others in the United States at the time, was badly hit. "But this depression," writes a man who



ELEVATOR OF PONTIAC COMPANY, CAYUGA, ILL.

was a close observer of conditions in that section at the time, "went to show the quality of the men who were at the head of the company. They were men who had pioneered in the early days of settlement in Livingston County. They knew what hard knocks were and through them the business was brought out a success."

Investors and many people outside of this Pontiac company, who know the history of the firm, are strong boosters for this type of farmers' elevator organization, and if all farmer-owned plants were operated with the same skill as this one is, there would be much less of argument left for farmer elevator critics.

Coal, limestone, and rock phosphate are handled at the various plants of the Pontiac Farmers' Grain Company, which are located as follows. The three



PLANT AT SWYGERT, ILL., ON I. C.

For its president, the company has P. A. Balbach, who, while not an active farmer, is a farm owner and a practical business man, and a grain broker. He takes a keen interest in supplementing the efforts of the manager of the company in finding the best market for their grain. The other members of the board are: Oliver Buland, M. Whalen, Henry Branz, A. G. Jacobs, Alex Tronc, Robert Brunskill, William Collins, Chauncey Street, J. W. Porter, J. B. Harding and G. E. Reed. These men have loyally backed the finances of the company at times when it seemed almost impossible to stem the tide and this has materially contributed to the success of the company against all hazards.

The number of bushels of grain handled during the last 10 years is reliably reported as 5,187,490 bushels of corn, 4,661,152 bushels oats, and 267,511 bushels wheat, or an aggregate volume of 10,116,543 bushels of grain. During this time they also sold \$83,485.44 worth of coal, this being the main side



NEW ELEVATOR BUILT AT RUGBY, ILL.

let and the concern purchased an elevator at Swygert on the Illinois Central. The year preceding Swygert shipped 52,000 bushels. The Pontiac Farmers' Grain Company loaded 28,700 bushels out the first year—a very substantial percentage of the grain shipped from this point.

During these years the company had been in the habit of storing without charge and advancing money, and in closing a year's business it always ran into quite a large loss. So the Board of Directors decided to investigate the books of the concern



ONE OF PONTIAC COMPANY'S HOME PLANTS, ON I. C.

line they handled. The total value of the business handled amounts to \$7,665,774.24. This has been done at a cost of \$152,716.54, or at an average cost it is said, of less than 2 per cent of the volume.

The capital stock invested in the company amounted to only \$20,000, and the members of the company have been paid in dividends during the last 10 years. The big year was in 1919, when they handled 1,416,214 bushels of grain.





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Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, NOVEMBER 15, 1925

## A THANKSGIVING EXPOSITION

SIX THOUSAND dollars in prizes will soon be awarded the contestants that have sent their grain and hay entries into the International Grain and Hay Show, which is now held every year by the same management which stages the stupendous International Live Stock Exposition at the Union Stock Yards in Chicago, Ill. The dates of the show and exposition are November 28 to December 5. The best from the farms of Canada, many foreign countries and from the United States, will be ranged side by side in the huge International Amphitheatre.

The improvement of livestock and crops go hand in hand. This show brings together the various forces interested in improvement work, and so forms the largest and most impressive agricultural exposition in the world. Why a Thanksgiving? Spend a couple of days at the amphitheatre, then judge for yourself.

## THE DANGER SIGNAL

IF A GOOD crop of corn is to moved in to the elevators next fall, elevator managers in the Midwest should do their part now in warning corn belt farmers of the European corn borer, and in suggesting practical ways for its control. With this borer expected to arrive in the Mississippi Valley almost any time, a fitting reception for the pest should be planned. Canadian entomologists characterize it as "the most dangerous that has ever entered the United States." It was in-

troduced to us and to Canada a few years ago from Italian and Hungarian broomcorn shipments. The borer, a whitish or pinkish worm, about an inch long, tunnels its way into the stalks and ears of corn. Since it works its way so swiftly to the inside of the plant, no one has found a practical way of poisoning the pest.

In the spring it comes out as a moth and lays eggs that hatch into more borers. A female moth lays from 400 to 1,000 eggs. The borer lives over the winter in cornstalks and stems of plants.

Cutting corn close to the ground and putting it into silos kills the borers and helps to keep them under control. Burning cornstalks, a practice generally condemned, may have to be resorted to if the borer gains a strong foothold in the corn belt.

## OUR NELL AGAIN

DURING the first week of November in one Iowa Congressional District alone, five banks, overloaded with farmers' paper, went to the wall. The trouble with a great number of the hard-pressed banks in the corn belt, is not Iowa corn, Chicago quotations, or hog prices. It is the obsession controlling the minds of their bankers that nothing, not even a high grade bond, is quite so good as a farmer's note. The idea must be contagious, for Iowa bank examiners as well as other midwest state bank agents have let dozens of banks in every section become dangerously lopsided with farmer-signed securities. They are experts at going around locking the door after the horse is stolen.

Congressmen from the corn belt, evading the disagreeable issue of careless banking and careless bank examiners, lay the blame for the conditions on the doorstep of the White House. They say there have not been enough Government corn loans. They insist that somebody has done wrong by our Nell, who in the parlance of the politician, is the farmer. The midwestern grain producer has 20 per cent more corn to sell, 500,000,000 more bushels on his hands this year than last. Bankers are suffering too. The Government is to blame. Please pass the loans. Thus do the public office holders build for reelection.

## CANADA'S YEAR

THIS is a tremendously profitable grain year for Canadians. Let them enjoy it, for only in a year when the United States scores low on wheat production, can the situation be enjoyed by them to the full. We are exporting some to Canada to be sure, but it is gold and not wheat. When gold was exported the last week in October, New York bankers explained that the rise in the premium on the Canadian dollar, which made the gold shipments necessary, was due to the buying of Canadian wheat by United States companies.

As a matter of fact, imports of Canadian wheat through northern border ports decreased from 890,000 to 849,000 bushels dur-

ing the week ending October 31, in comparison with the preceding week. But taking the figures apart, it is seen that duty-paid imports for consumption and not for milling in bond, increased from 158,000 to 232,000 bushels during the same period.

Canada's field crops this year will be worth nearly \$400,000,000 more than in 1924. Their total value will be \$1,318,646,207, as estimated by the Dominion Government. This bounty and the favorable situation which has developed for Canada's south-border shippers, may go to relieve the strong sentiment which the Conservative party leaders, have for a high Canadian tariff. High wheat duty talk for Canada at the present time would be embarrassing.

## "IN EVENT OF FIRE"

THAT clauses cancelling contracts in event of fires, strikes, or other "unavoidables" should be taken with a grain of salt, is the advice given by an arbitration committee of the G. D. N. A. Should a fire or other accident prevent a buyer from accepting goods on contract, all open contracts should be at once liquidated, and any gain caused by market price fluctuation should be paid by seller to buyer, or any loss paid by buyer to seller. This decision grew out of the case of a feed contract which the Opsal-Fleming Company had with the Chas. M. Krause Milling Company. The seller was awarded \$225 for loss sustained through the market breaks which developed after the mill fire made contract completion impossible. The arbitrators seem to have offered the sensible solution to an unusual problem.

## VACATION IS OVER

THE grain trade has had a vacation from legislative worry now for about six months. Congress adjourned on June 7 last. Mr. McNary, Mr. Haugen, Mr. Capper and the grain trade's representatives at Washington went home and rested up. They all needed it. Newspapers turned to other things. There has been an evolution trial in Tennessee, a Riff war, a crop moved in, and foreign debt discussions. Just now an aviator-colonel in Washington, D. C., is manufacturing headlines for the press. By the time the next issue of this magazine is out, however, the big news will be breaking from the halls where the sixty-ninth Congress is gathered. One of the bills to be offered there will be a measure to create a bureau of co-operative marketing within the Department of Agriculture.

The Secretary of Agriculture, by this bill, would be authorized to hire experts to help co-operative marketing enterprises solve their problems. It is offered frankly as special class legislation. It is another stick of administration candy for the farmer-voter. The proposal cannot be termed insidious; its injustice is not cloaked. It is openly unfair. Unfair in that it provides only for assistance for co-operative marketing groups. There are many large and small grain dealers, honestly work-



ing with the farmer, that deserve a pat on the back or a boost (if it must be given) just as much or more as do the co-ops. The first line of the grain trade's defense against class legislation, is the Grain Dealers National Association's office in Washington, D. C. It should be backed to the limit.

## EDITORIAL MENTION

Thanksgiving—the day we can forget the grain market, and tend to that grain-fed turkey.

The dairy feed sideline for elevators rests on a more solid foundation year by year. The cow census of our country is now 25,319,000.

Not first but not least among the grain exchanges to establish new manipulation-curb-ing rules, is the Milwaukee Chamber of Commerce.

This has been a bad year for mergers. The Grain Marketing Company is almost a total loss, and now the bakery merger has been abandoned in mid-air.

The Ohio legislature has voted \$100,000 for control of the European corn borer. Farmers in states to the west of Ohio should be urged to take the borer seriously before it takes them.

The fire losses for mills and elevators to date this year are \$250,000 less than they were last year at this time, reports the Mutual Fire Prevention Bureau. This is certainly an appropriate Thanksgiving season note.

During the week ending October 24, there were 48,289 cars of grain loaded, an increase of 2,617 cars over the week before. Though substantial, the figure is 5,398 cars short of the loading by United States railroads in the corresponding week last year.

After a conference with co-operative leaders, Secretary Jardine has announced that he is in favor of the co-operative marketing bureau bill which will carry with it an appropriation of \$250,000. A quarter of a million dollar kick at normal grain marketing methods.

The loss from one car of hot corn can shove down the profit margin of a whole season. Corn arriving at Toledo lately has tested 25 per cent and over for moisture. It pays the shipper to wait with the loading of such grain until it has had a chance to dry or freeze.

Less than a penny, eight-tenths of a cent, is the elevator operator's share out of the bread buyer's dollar. The Department of Labor at Washington, D. C., has assembled statistics from many cities showing how the bread dollar is divided. The farmer gets 16.8 cents for the wheat; the miller gets 6.1 cents. The baker comes in for the lion's share, 57.4 cents. The retailer gets 14.5 of the remaining

cents and the balance left out of the dollar, 4.4, is the charge made for transportation along the road to the consumer. There are a few figures that speak for themselves, especially the first one.

A cut in linseed oil duty seems more probable now since the flaxseed producers have registered no vigorous protest against such a measure. Most of the protesting has been done by the three flaxseed crushing concerns who do 75 per cent of all the linseed oil business in the United States.

The operators of the Spillers Elevator at Vancouver, B. C., are working with the managers of the Harbor Board Elevators to facilitate the loading of grain into ships. They evidently realize that to successfully compete with eastern terminals they must stand together as friendly competitors.

The Hessian fly reduced the Kansas wheat crop this year by about 40,000,000 bushels, says the Department of Agriculture. Practical measures for Hessian fly control are given free to any farmer applying for them at Washington. They evidently need to be reminded of this in the Southwest.

Bran—\$1,000 per ton. It was stated recently by an authority on cereals that "a few years ago bran sold at \$20 per ton, while now, in package form, and nationally advertised, it brings better than \$1,000 per ton." The elevator owner, unfortunately, carrying bran as a feed sideline, still has to satisfy himself with a two-figure bran quotation.

Over 100,000 tons of barley left Soviet ports the last seven days of October, bound for European cities, says a dispatch in the *New York Journal of Commerce*. It is interesting to see how carefully all papers qualify their statements about Russian shipping figures. There seems no reliable Soviet agency from which verification can be obtained.

Seedsmen as a whole are a prosperous lot. Working in a rather restricted field, compared to the one which regular grain dealers occupy, they are nevertheless enlarging their business so rapidly that seedsmen are coming into a new prominence. One Kansas City seed firm has just issued \$500,000 preferred stock to carry out expansion plans.

Viewing it from any angle, the storing of grain in postoffices is not appropriate. Country buyers, sending grain samples to terminal markets for protein tests, are likely to suffer a loss if their samples, stamped for first class delivery, are sent at a parcel-post rate of speed. It seems to be a tradition with postal employees that grain samples must go parcel post, which amounts to storing them intermittently along the way to the addressee.

Not so many years ago the majority of elevator men, as well as farmers, were of the opinion that the work of our agricultural colleges had but little value as an aid to practical grain producing. But as the work of the colleges has progressed, the practical

value of their work has been demonstrated over and over again, until at the present time it is difficult to find a farmer or grain man who is not interested in some phase of the activities at his state college. An indication of the extent of this interest is seen in the fact that during July, August and September over 12,000 farmers and grain men visited the State College of Agriculture at Ames.

The millers have their mill cost accounting system about ready. The Millers National Federation employed Stevenson, Harrison & Jordan, expert accountants, to work out a system of measuring cost uniformly throughout the industry. The millers might have a little more profit along with their costs to account for if they would get behind a sensible white bread advertising campaign. So far they have passed the buck as an industry, at least, to the bakers.

A movement is on foot, supported by the National Educational Association, with ex-Governor Lowden of Illinois, as one of the directors, to put a course in co-operative marketing in all the public schools of the United States. It probably will always be true that those who are loudest in advocating co-operative marketing are not the farmers themselves but the Lowdens, the Sapiros, and professional farm reformers, each with his particular axe to grind.

Nils A. Olsen, of the Bureau of Agricultural Economics, and Albert C. Williams, a member of the Farm Loan Board, have been ordered to Iowa to investigate the corn farmer's dilemma. They will get some valuable inside dope if they make a round or two with state bank examiners there. Many of the banks there have cases of acute indigestion resulting from an almost exclusive diet of corn farmers' paper. Unwarranted and unreasonable encouragement have been accorded to Iowa's farmers by many of their bankers.

There is only slight activity at present in European grain markets, so far as trading in foreign wheat is concerned. The relatively good domestic crop in most European countries have given a feeling of security to these nations such as Italy, which has led to a waiting policy on the part of the import agents. Even in the United Kingdom part stocks of wheat have been allowed to decline to about a third of what the stocks were last year. However, the amount of grain afloat is also small and it will be necessary for the English importers to begin using the cable more generously in the near future.

Shortly after the middle of October the United States had exported about 38,000,000 bushels of wheat since January, as compared with an export of 93,000,000 in the corresponding period the year before. Considering the Government estimates of supplies of wheat by classes, it is apparent that excepting Durum and some white wheat on the Pacific Coast, there is very little available for export now.



H. E. HALLIDAY  
Cairo

# NEWS OF THE TERMINAL MARKETS

H. H. NEWELL  
Chicago

## WHEAT MOST ALL MARKETED

The cash market on wheat, corn and oats is very quiet here now. Most all of the wheat has been marketed. The small amount yet on the farms will remain there until spring. Pretty much the same may be said of the oats, except that a larger per cent of the crop is yet in the farmers' bins, which is being fed in larger quantities than ever before.

On account of the recent heavy rains the movement of corn is being greatly delayed. Indications now are that but little if any of our new corn will move before the first of December.—*E. T. Custer-border & Co., Sidney, Ohio. Market letter of November 10.*

## CORN AT A SANE PRICE

Corn movement has been a decided disappointment. Private reports estimate crop at from 2,900,000,000 to 3,039,000,000, with carry-over from 65,000,000 to 90,000,000. Corn is selling at a safe and sane price and early arrivals of new corn, as well

found most of the new corn testing from 25 to 30 per cent and do not expect a free movement from this territory until after the first of December, at which time the corn will grade No. 5 and 6.—*McConnell Grain Corporation, Buffalo, N. Y. Market letter of November 12.*

## NEW BUSINESS CONDUCT COMMITTEE

L. L. Winters, former director of the Chicago Board of Trade, was recently appointed to serve three years on the newly created Business Conduct Committee of the Board by President Frank L. Carey.

James C. Murray and Joseph W. Badenoch, both well known in the grain trade, were also named to serve two years and one year respectively. The appointments were confirmed by the Board of Directors, and the committee, which also includes the president of the Board and the head of the

father founded the grain firm of J. J. Badenoch Company many years ago, of which he is secretary-treasurer. Mr. Murray, who is associated with the Quaker Oats Company, one of the largest cereal manufacturing concerns in the world, has for several years served on the Legislative Committee of the Chicago Board of Trade. All are thoroughly familiar with various phases of the grain marketing machinery.

## AN INTERESTING CONTRIBUTION

Edward Jerome Dies, administrative assistant to President F. L. Carey of the Chicago Board of Trade, recently concluded in the *Chicago Journal of Commerce*, Chicago, Ill., a series of articles on the Board of Trade, its history, functions and economic utility. The story begins with the time when there were no established rules to govern the purchase and sale of farm products, and a lack of knowledge of price values lead to great abuses both in buying and selling. Then the Chicago Board of Trade was



L. L. WINTERS



JAMES C. MURRAY



JOSEPH W. BADENOCH

as any old corn reaching market, will find a ready demand. You hear of freak yields that run very high but the country wide average will be under 30 bushels per acre.

Light arrivals of oats indicate heavy farm consumption. Oats are cheap, but the gradual lessening of demand for commercial purposes holds prices in check.—*Southworth & Co., Toledo, Ohio. From late Market Review.*

## EXPECTS GOOD DEMAND FOR EARLY CORN

There has been a very good business on corn during the past week or 10 days. The local mills and eastern buyers have been buying old corn, only supplying their immediate needs for the reason that they expected the movement of new corn before this time. Just at the present time there are very few offerings of old corn, but there is some new kiln-dried No. 3 Yellow. For the reason that the East has been buying corn only for their immediate needs I expect to see a very good demand for early movement of new corn.

Oats are very slow. Receipts have been light, but enough to take care of the local demand from day to day. There is a good demand, however, for heavy test choice quality No. 2 White oats.

The writer just returned from a trip to Ohio and

grain clearing corporation, will begin functioning immediately.

Creation of the committee, which is similar to that operating on the New York Stock Exchange, was one of the series of important changes recently carried out by Board of Trade for the purpose of preventing situations such as that of last spring when public speculation caused extremely wild price swings.

It is the duty of the committee, each member of which is pledged not to speculate, to prevent manipulation, and supervise the conduct of members in their relation with non-member customers, the public at large, and the government. It may investigate dealings, examine books and records of members and determine financial conditions. Its findings shall be final and heavy penalties will result from violations of its conclusions. The step has the warm endorsement of the United States Department of Agriculture which is charged with administration of that regulatory measure, the Grain Futures Act.

Mr. Winter who has been a leader in grain trade activities for many years, is a partner in Hulburd, Warren & Chandler, one of the oldest La Salle Street grain and stock houses. Mr. Badenoch's

organization by a group of 83 merchants in 1848 for the purpose of putting an end to the chaotic conditions in the grain trade, their objects being as they are today, "to maintain an exchange, promote uniformity, enforce justice and gather and distribute commercial information."

The story traces the history and development of the Board to the present time in a very interesting and illuminating manner, showing its incalculable benefits to the grain industry and how changes in the rules have been brought about to bring this great system of grain marketing machinery into as perfect working organization as is humanly possible.

## VERY FAR FROM HOLY WRIT

We wonder if the time will ever come when the press of this country will refuse to accept as Holy Writ the announcements of farm bureau federations and of bellowing politicians. It is clear to every business man that the farmer sells chiefly raw products and is a prolific buyer of manufactured commodities. Conservative comment on the Iowa situation by a leading Chicago banker is published in the *Chicago Journal of Commerce* today. It is comforting to realize that the sensible business men of the country take such periodical expres-



sions of political bunk for what they are worth.—*Pope & Eckhardt Company, Chicago, Ill. From market letter of November 10.*

## THE SECRETARY OF BOSTON'S GRAIN EXCHANGE

By L. C. BREED

Louis Whitney De Pass, secretary of the recently organized Boston Grain & Flour Exchange, was born in Boston, Mass., at the close of the Civil War. He is a descendant of an old French family that emigrated from France some 130 years ago and located in New Orleans, La. His father was the son of a New Orleans planter and his mother a native of Boston.

He attended the Boston public schools, graduating from the English High School in Bedford Street. After graduating, he entered the employ of the Boston Produce Exchange as messenger. Later, when the Produce Exchange consolidated with the



LOUIS WHITNEY DE PASS

Boston Commercial Exchange, forming the original Boston Chamber of Commerce, he was placed in charge of the statistical work of the new organization as statistician. He continued in this position when the present Boston Chamber of Commerce was formed in 1909, and at that time was also appointed secretary of the Grain Board, an inner organization of the Chamber. He was also given charge of the Chamber's weekly market report.

Upon the withdrawal of the Grain Board from membership in the Chamber of Commerce and the formation of a separate trade organization, the Boston Grain & Flour Exchange, in March, 1925, Mr. De Pass was unanimously elected secretary of that organization, his many years experience with the Chamber of Commerce especially fitting him for the position. He occupies that position at the present time.

In his long commercial career, Mr. De Pass has also had considerable newspaper experience, having at various times represented local newspapers and western trade papers in reporting local flour, grain and hay markets. He probably has a wider acquaintance in the Boston commercial district than any other member of the different commercial organizations. His election as secretary of the Grain Exchange is recognized as a fitting tribute to his long service, as well as to his popularity with his associates.

In 1886 Mr. De Pass was married to Miss Frances C. Welsh of East Boston, Mass. They have their home in Watertown, Mass.

## STEADY DEMAND FOR COARSE GRAINS

There has been a steady demand for coarse grains throughout the past month, and during the past few days an acute situation has developed in the corn market due to the exhaustion of offerings of the old crop, and the delay in the movement of the new crop owing to continued rains. With supplies depleted there is going to be a good demand for the new crop corn and at the lower level of values this

year there will be greatly increased feeding, so that it is expected a much larger volume of corn will be handled through this market this winter than has been the case for several years past.

While the demand for oats has not been keen there has been a steady absorption of offerings with prices holding very steady, and indications are for an improved demand from the interior in the near future.—*J. G. McKillen, Inc., Buffalo, N. Y. Market letter of November 11.*

## THE SITUATION AT PITTSBURGH

The offerings of oats from country points show some increase, and this condition we believe will continue for some little time. There seems to be some disposition on the part of some elevators to unload oats in order to handle the new corn crop which is just about in position to move freely in nearby states. Our market has been in fair condition on oats and on No. 2 White oats are billing here about 46 cents, Pittsburgh basis. The shipment of oats, we believe, would find a ready market here around these values and their consignment could be recommended. No. 3 White oats have been selling here at a discount of 1 cent with No. 4, 2 to 3 cents, according to quality. Stocks in elevator are fairly liberal and shipments the past week have been somewhat in excess of the previous week.

Some new corn arriving here tests 23 to 25 per cent moisture and is going to dryer. This corn must be handled quickly. So far none of it has been out of condition, as it has been moving in transportation without delay. Some dried country No. 2 and No. 3 Yellow corn coming here but not in volume. All shipments of natural corn should be made in this market for Pennsylvania lines delivery only. From present indications everything looks favorable for a very heavy increase in movement of corn from Ohio and Indiana points, within the next week.

Some wheat from Ohio territory has been offered and would say offerings of No. 2 Red more freely, than for some little time. Wheat in our local territory that has been held back by the farmers is being put on the market more freely than for some little time, and we believe that now that the corn crop is practically being taken care of that the movement of wheat will increase from eastern points in Pennsylvania, Maryland and nearby Ohio points.

Generally speaking there seems to be a little better feeling on the industrial territories here and coal production seems to be gradually increasing.—*Harper Grain Company, Pittsburgh, Pa. Market letter of November 12.*

## FARMERS HOLDING WHEAT

Movement of wheat from the country has not shown much tendency to increase. Farmers continue bullish. Some elevators holding wheat but are believers in higher prices. Premium of 18 cents over Chicago December for No. 2 Red Winter wheat has not been inviting to holders. Millers reluctant to advance premiums in face of small movement. New crop acreage appears less than last year. Weather this fall has been unfavorable for seeding. We would hazard a guess that acreage is fully 7 per cent under last year. Other sections report even greater losses in acreage.

Movement of corn so far has been light with moisture on new corn ranging 25 to 27½ per cent. Buying prices ranging around 13½ cents under December for 23 per cent cool and sweet Yellow corn. Moisture is quite high and elevators refuse to handle in some cases. Cooler weather may stimulate better movement.

Oats demand very limited on light offerings.—*The C. A. King & Co., Toledo, Ohio. Market letter of November 12.*

## NORFOLK MUNICIPAL ELEVATOR UNDER NEW MANAGEMENT

The Norfolk Municipal Elevator at Norfolk, Va., was taken over on November 1 by the City of Norfolk to be operated after that date as a public elevator, the Rosenbaum interests having relin-

quished their lease. All grain handled through the elevator is under the personal supervision of E. J. Martin as manager.

## DAVE DAVIDSON

There are a number of methods current for determining the great and the near great. There is achievement and there is reputation. Thus there is the expression of the bard, "some are born great, some achieve greatness, and some have greatness thrust upon them." Would it not be well to establish a new formula that those are great who confer on mankind the greatest happiness. If this is accepted as true, it will follow that Dave Davidson of Kansas City, Mo., can be classed among the truly great.

Mr. Davidson is a grain man but he is also a musician. He can delight the world with his banjo music. When, as a black face comedian he played and sang at the smoker given by the Kansas City Board of Trade to the visiting Grain Dealers National Association, feet were tapping, bodies were swaying, hearts were vibrating in syncopating rhythm with that twanging melody. Mr. Davidson's number contributed most effectively to the happiness of the occasion.

Mr. Davidson was born at Portsmouth, Ohio, in 1891. The stars must have destined him for the grain business for Portsmouth was the home of the late Harry Grimes, a former president of the Grain Dealers National Association and one of the best known and most highly regarded grain men of central territory. When Mr. Davidson was 23 years of age he started with H. S. Grimes & Co. and remained with that house for three years when he engaged with the Cleveland Grain & Milling Company at Cleveland, Ohio. After three years he went with the Wheat Export Company at New York City and remained with them until they dissolved



DAVE DAVIDSON

at the close of the war. In December 1920 he became connected with the Norris Grain Company at Kansas City, Mo., and at present handles the pit trades for the firm and the cash corn.

Mr. Davidson says that playing the banjo is his hobby. He loves to play while at home and among his friends. The banjo savors of negro melodies, old folk tunes and the intimate music of the heart. To be gripped by its strains it is only necessary to hear Dave Davidson play and sing. "You can't fool an old hoss fly," or "Twenty-five years from now."

## WILL DELAY WHEAT REPORTS

Plans for curtailing the activities of the Government's crop reporting board in making early forecasts on Spring wheat, oats, and corn, are being made by members of the board themselves, it was learned on November 9. They are strongly considering a postponement of the date of issuing the first definite estimates of probable yield for one month each year, with a view to bringing the fore-



casts that much closer to the time of grain harvest.

Definite forecasts on the probable yield of Spring wheat and oats were given this year as of June 1. By advancing this date to July 1, some members of the Board point out, much of the uncertainty arising from crop ailments would be obviated and the report could be made on a more substantial basis. The same reason is given for the tentative plan to advance the date of the first report on corn from July 1 to August 1. The dates on which forecasts for these crops are issued are not fixed definitely by law as are those for issuance of cotton crop reports. Consequently the change may be effected by the department without consulting Congress. These reports have been made on a monthly basis.

## CHANGES IN MEMBERSHIP

**Chicago.**—The memberships of the following on the Board of Trade have been transferred: John R. Marshall, Robert E. Tearse, Harry A. Olendorf, Frank F. Wood, Estate Robert E. McDonnell and Wm. H. Logan, Jr. The following were admitted to membership: Chas E. Cohen, Susumu Tsukaguchi, Wirt Dexter Walker, Harry L. Emmert, Robert C. King and Robert P. Clark. Watson S. Moore has been reinstated on the Board. Reported by Secretary James J. Fones.

**Cincinnati.**—New members on the Grain & Hay Exchange are: Theobald Felss. The Dorsel Grain Company and J. C. Dills have been dropped from the Exchange. Reported by Executive-secretary D. J. Schuh.

**Duluth.**—Membership on the Board of Trade has been granted A. B. Marcy. Hamilton Cook has withdrawn his membership. Reported by Secretary Charles F. MacDonald.

**Milwaukee.**—Arthur G. Kneisler has withdrawn from membership in the Chamber of Commerce and his certificate has been surrendered for transfer. Corporation membership privileges on the exchange have been extended to the A. L. Goetzmann Company, a Minneapolis corporation. J. J. Hudson has been elected to membership, and the membership of John W. Engler has been transferred.

## TERMINAL NOTES

The first car of new western corn reached Baltimore, Md., October 27 from Ohio and was consigned to Lederer Bros., grading No. 6 Yellow.

M. U. Norton has become connected with the Taylor-Penney Grain Company of St. Joseph, Mo., and has joined the St. Joseph Grain Exchange.

J. J. Hudson of the Froedtert Grain & Malting Company, Milwaukee, Wis., was recently elected to membership in the Milwaukee Chamber of Commerce.

Tony Tretten, formerly connected with the grain firm of Poehler Company of Duluth, Minn., is in charge of W. S. Starkey's grain business while the latter is on a vacation.

Thos. G. Hope, a member of the grain commission and wholesale flour firm of Legg & Co. of Baltimore, Md., has applied for membership in the Baltimore Chamber of Commerce.

Wolcott & Lincoln, grain firm of Kansas City, Mo., have opened an office at Wichita, Kan., in charge of David Heenan. They will have the Armour Grain Company's wire.

Mrs. Mollie H. Widell of Superior, Wis., has been appointed by Governor Blaine of Wisconsin a member of the Grain & Warehouse Commission succeeding William Bradley who died recently.

A greatly reduced schedule of inspection fees has been announced at Superior, Wis., by E. W. Feidler, chairman of the Wisconsin Grain & Warehouse Commission, becoming effective November 1.

A new office building is being erected at the Kinnickinnic Elevator at Milwaukee, Wis., by the Chicago & Northwestern Railroad. It will be 50x50 feet in size and two stories in height.

At the recent annual election of officers of the Minneapolis Traffic Association, Minneapolis, Minn., E. J. Grimes, vice-president of the Cargill Grain Company was elected vice-president and O. T. Newhouse of the Woodward-Newhouse Company, was re-elected treasurer. W. C. Helm, vice-president

and general manager of the Russell-Miller Milling Company, E. P. Kehoe, secretary of the Banner Grain Company and M. W. Smith, president of the Fraser-Smith Company were elected directors.

Articles of incorporation were recently filed by the Kneeland Grain Company, Winnipeg, Man., with a capital of \$1,100,000 and by the Evans Grain Company of same place, capital stock \$1,000,000.

John Kellogg, recently elected president of the Armour Grain Company, Chicago, Ill., has been elected to membership in the Kansas City Board of Trade and the St. Louis Merchants Exchange.

Arrangements are being made to celebrate by the St. Louis Merchants Exchange, the fiftieth anniversary of occupation of the present quarters. The event will take place about the close of the year.

B. C. Moore, president of the Moore-Seaver Grain Company of Kansas City, Mo., was recently elected vice-president and director of the agricultural department of the Kansas City Chamber of Commerce.

The name of Blanchard Randall, senior member of the grain exporting firm of Gill & Fisher, Baltimore, Md., is being mentioned for nomination for governor of Maryland by the Republican leaders of the City of Baltimore.

John W. Snyder, president of Hammond, Snyder & Co., Inc., grain merchants of Baltimore, Md., has been named to represent the Baltimore Chamber of Commerce at the twenty-first annual convention of the National Rivers & Harbors Congress which convenes in Washington, D. C., December 9 and 10.

The sympathy of very many friends in the trade was extended to Philip C. Kamm, president of the old established firm of P. C. Kamm Company, Milwaukee, Wis., in the death of his wife who died recently at the age of 62 years.

Arthur J. Mann, connected with the cash grain department of B. C. Christopher & Co., Kansas City, Mo., recently applied for membership in the Kansas City Board of Trade on a transfer from B. C. Christopher, Sr., who died recently.

Emmett L. Betzer, who has been associated with Chas. R. Matthews & Bro., grain brokers of New Orleans, La., has purchased the business, and Mr. Matthews has joined his brother in the grain and feed firm of Geo. B. Matthews & Sons.

John C. Willis, for the past four years assistant manager of the St. Paul office of Thompson & McKinnon of Chicago, has been promoted to the position of manager succeeding Dan McKinnon who has been transferred to St. Petersburg, Fla.

The first car of new shelled corn to reach Kansas City, Mo., was received October 28 by the Farmers Union Jobbing Association. It was shipped from Kimball, Kan., and graded No. 3 mixed, containing 17.2 per cent moisture and testing 54 pounds per bushel.

R. E. Lee was recently elected president of the Council of Vancouver Grain Exchange, Vancouver, B. C. Geo. W. Head was chosen vice-president; R. McKee, treasurer; J. Hamilton, secretary. Members of the council, J. E. Hall, R. E. Lee, T. W. B. London, Robt. McGee, G. W. Head, A. W. Whitmore, and E. W. Woodward.

Ellis T. Early, of the Early & Daniel Company, Cincinnati, Ohio, was married on November 5 to Miss Eleanor Rucker of Itabena, Miss. The newly married couple are on a honeymoon trip which will include New Orleans, Cuba and points in the East. They will be at home at Saylor Park, Cincinnati, by the middle of December.

H. J. Moreton, president of the Minneapolis Chamber of Commerce, Minneapolis, Minn., recently appointed the members of the Business Conduct Committee authorized by recent amendment to the rules. It consists of F. M. Crosby, J. D. McMillan, B. F. Benson and Mr. Moreton and Willis Williams, manager of the Clearing House as ex-officio members.

The Moon-Bennett Grain Company of Nashville, Tenn., has purchased the business of S. S. Kerr at 141 North Front Street. This company was recently incorporated with a capital stock of \$20,000 and is composed of Fred J. Moon and J. C. Bennett, Jr., two of the younger men in the grain trade of Nash-

ville. Mr. Kerr, who has been engaged in the grain trade at Nashville for very many years, will continue to buy and sell wheat, handling his business through another elevator.

E. D. McDougal, former vice-president of Armour Grain Company of Chicago, Ill., for some 28 years, who resigned this position several months ago on account of ill health, has made great strides toward improvement in health for some time past. He will spend the winter in Florida and return to Chicago in the spring when he will announce his further plans.

The Quaker Oats Company of Chicago, Ill., has been negotiating for the purchase of the Aunt Jemima Mills Company of St. Joseph, Mo., and it is expected the deal will go through. The Aunt Jemima Mills Company, in addition to its Hard wheat mill, operates one of the largest pancake flour plants in the country. If purchased, it will be further developed by the Quaker Oats Company.

## TRADE NOTES

The Ellis Drier Company of Chicago, Ill., has received from the Russian Government a large order for Ellis Grain Drier Equipment.

The Weller Manufacturing Company of Chicago, Ill., has been awarded the contract for practically the entire line of elevator machinery equipment to go in the new 2,500,000-bushel capacity Philadelphia & Reading Company Elevator at Philadelphia, Pa. It will be built by the M. A. Long Company of Baltimore.

The Webster-Brinkley Company, with headquarters at Seattle, Wash., has opened a branch office in Room 205, Security Building, 53 Fourth Street, Portland, Ore., in charge of Dan Estes, sales engineer. The company carries full lines of power transmission and elevating and conveying machinery of the Webster Manufacturing Company make of Chicago, Ill. They also maintain offices at Oakland and Los Angeles, Calif.

Fred Hands, erection superintendent for the Hess Warming & Ventilating Company, of Chicago, sailed from New York the middle of November for Russia, where he will supervise the erection of large Hess Driers for the export elevators at Odessa and Novorossisk. The Hess company is also shipping 22 Hess Driers to Russia which will be installed in the elevators now being built in Ukraina. There are many more driers on this contract which will go forward during the next few months.

The new catalog No. 102 has just been published by the S. Howes Company, Inc., of Silver Creek, N. Y., treating exclusively of its line of "Eureka Champion" Automatic Weighers and Package Filling Machines. This packaging equipment is adaptable to practically every commodity but is especially serviceable in handling whole grains, cereals, and every description of flour and the thousand and one varieties of mixed feeds which are on the market. Not only are the machines illustrated and described in a comprehensive way but very many users of the equipment tell, in a convincing manner, of the value and the quality of the work done in their plants. There is pointed out, as an especial feature, the Jewel (Agate) Bearings with which the machines are equipped, and the fact that so far as known, these are the only automatic weighers which employ the use of these bearings. They contribute very materially both to accuracy and speed. All firms manufacturing a product suitable for sale as package goods will do well to send for this late catalog.

## A HALF CENTURY MAKING CHAIN DRIVES

Fifty years have passed since the incorporation of the Ewart Manufacturing Company, the forerunner of the present Link-Belt Company, in 1875. In commemoration of the fiftieth anniversary, the Link-Belt Company has published an attractive book entitled "Link-Belt 1875-1925." In this book, it is



mentioned that the patent of William Dana Ewart, a young implement dealer, from Belle Plaine, Iowa, for the detachable link chain, was dated September 1, 1874. Mr. Ewart first started to build a self-binding harvester, but he realized the great need in such a machine for a detachable chain drive that could be repaired in the field; and he worked out the idea of a chain drive, the links of which could easily be replaced by the farmer, who up to that time had been wasting much time in going back to the barn or blacksmith shop for necessary repairs to the "strap-link" chain drives that were used on some of the first crude binders; or trying to adjust the flat belts, which stretched and tightened under varying conditions of heat or moisture in the field.

Late in 1847, when Mr. Ewart came to Chicago with a view to arousing some interest in his "detachable link chain," he succeeded in interesting



ALFRED KAUFFMANN  
President, Link-Belt Company, Chicago

John C. Coonley, a lawyer who was then president of the Chicago Malleable Iron Company. As a result a company was duly incorporated in 1875, under the name of the Ewart Manufacturing Company, for manufacturing detachable link chain. In 1876, the Ewart Chains were exhibited at the Philadelphia Centennial. New uses for the invention developed rapidly, and in 1880 the Link-Belt Machinery Company was incorporated "to design, build, and supply accessory parts, and install elevating and conveying machinery employing Ewart Chains." The plant for this company was built in Chicago.

In 1888 the Link-Belt Engineering Company was formed with a plant in Philadelphia. These two plants found increasing numbers of new uses for the chain, with the result that all three plants continued to grow in size until in 1906 a consolidation of the three interests took place, and Charles Piez was elected president. It will be remembered that Mr. Piez was Director General of the Emergency Fleet Corporation during the World War. Mr. Piez is now chairman of the Board of Directors, and Alfred Kauffmann, formerly vice-president in charge of the two Link-Belt plants in Indianapolis, is now president of the company.

From the humble beginning in 1875 this company now operates and owns 10 large manufacturing plants, with seven shops and warehouses, and 27 branch offices, and its products now include elevating and conveying equipment for all kinds of materials; complete equipment for the handling and cleaning of coal, on the ground and in the boiler house, complete coal tipples and coal washing plants, sand and gravel washing and preparing plants, sand preparing and conveying machinery for the modern foundry, locomotive and crawler type cranes, silent chain drives for industrial plants, and for the front end of the automobile—in fact, Link-Belt today builds complete equipment for conveying, handling and power transmission.

A STRUCTURE to be known as the Grain Rust Research Building is to be erected at Winnipeg at a cost of \$30,000.

## OCTOBER EXPORTS LIGHT

About one to eight—that is how United States exports of five leading grains for the week ending October 24, 1925, compared to the exports of the week ending October 25, 1924. Barley, corn, oats, rye, and wheat shipments amounted to 1,840,000 bushels for the week closing this October 24; last year for practically the same period, the volume was 15,727,000 bushels.

From July 1 of this year to October 24, there have been 73,644,000 bushels of the five grains mentioned above, shipped out of United States ports. In the same period last year, the amount was over 50 per cent greater: 127,212,000 bushels.

In spite of the general lightening of the foreign bound grain cargoes during this period, three grains, barley, corn and oats show remarkable shipping gains. From July 1, to October 24, this year, 18,843,000 bushels of barley were out-bound. In the corresponding 1924 period, 9,128,000 bushels were shipped out. Similar comparative totals for corn were: This year, 3,499,000 bushels; last year, 2,321,000 bushels. For oats: This year, 18,136,000 bushels; last year only 2,292,000 bushels. (Europe and Canada were both heavy oats buyers the past season.) Rye and wheat totals fell off as sharply meanwhile, as barley, corn and oats export totals advanced.

## HUNTLEY'S NEW HOME AT BROCTON, N. Y.

Businesses, as well as persons, grow. The business of the Huntley Manufacturing Company, builders of the well-known lines of "Monitor" machines, illustrates this thoroughly.

Located for years at Silver Creek, N. Y., from the very small building needed at the start, the business has grown through the gradual development of the Silver Creek plant to its limits, then reinforced by the purchase of the adjoining factory occupied and used for many years by August Heine, until it has now reached a growth that could not be taken care of at the Silver Creek plants, as no further enlargement of these plants was possible. Both sides of Mechanic Street, in Silver Creek, for a

needs. This building was perfectly adapted to foundry work, requiring only the placing of the cupolas and the proper ventilators to provide for the comfort of the employees.

All machinery equipment is to be motor driven, each small block with its own motor. Electric power will be generated on the premises, with connections for Niagara Falls power in case of need. Much new equipment, both in iron working and wood working machines, has been purchased and will be located in the building on a well developed plan for quick and economical manufacture. Many of the special machines and tools now in use at Silver Creek and built particularly for producing the many parts required for the "Monitor" machines will eventually be transferred to Brocton but in such a way as not to break production.

Shipping facilities at Brocton are perfect. The plant is located on the New York Central Railway, and switches give access to both the Pennsylvania and the Nickel Plate Railway. Ample switching trackage is provided to serve the plant so that all materials coming in and all finished products going out, will be handled directly from and to the cars.

It is expected now that the new plant will be in full service about July 1, 1926. Sufficient time will be taken so that it will be complete and in perfect condition to operate, when production is stopped at Silver Creek and the transfer made.

Needless to say, this promises well to buyers and users of the "Monitor" machines. Delivery of "Monitor" machines, has been very unsatisfactory to the officials of the Huntley company for some time but when located at the new plant, it is planned to be in position to deliver on cars, any machine for which an order has been placed, in an extraordinarily short time, making it possible for all those who wish "Monitor" machines, to get them when they need them, something that has not been possible for some years back.

## MISROUTING CARS COSTLY

The total sum of \$431.15 has been awarded D. A. Stickel & Sons, Hagerstown, Md., by the Grain Dealers National Association's Arbitration Committee, No. 6, which heard the complaint of the Mary-



NEW PLANT OF THE HUNTLEY MANUFACTURING COMPANY, BROCTON, N. Y.

distance of more than 500 feet, are occupied by the Huntley buildings and further expansion was not

A condition was created that had to be met. It could not be side stepped or avoided. Therefore, a long searching investigation was made in all sections of the country for a plant, ready to occupy, that would not only easily take care of the present demand for the "Monitor" machines but, also, provide for future development. Such a plant was found at Brocton, N. Y., in Chautauqua County, and 20 miles west of Silver Creek.

The view shown above is accurate and a true representation of the new plant. There is available more than 70,000 more square feet of floor surface than in the entire plant at Silver Creek, so arranged as to permit manufacturing under modern conditions. The buildings are of modern concrete and brick construction, has three magnificent floors in the main building, each with its glass sides, giving perfect natural light and there is a modern and well planned office building separated from the factory buildings. Remodeling of one of the separate buildings into a modern foundry, is now being done, giving foundry capacity far beyond the present

landers against A. C. Gale & Co., of Cincinnati, Ohio.

The dispute involves three cars of the five carloads of wheat originally ordered. All cars were to go by the Blue Ridge Dispatch routing. Two cars were routed correctly. It is the opinion of the committee that the defendants did not comply with the billing requirements of the plaintiffs, causing a loss to the plaintiff. So the arbitrators held that "the defendant is responsible for the loss sustained by the plaintiff and therefore finds for the plaintiff in the amount of \$372.35." The sworn affidavit to the effect that the Cincinnati firm cancelled the transit on 206,860 pounds of wheat billing was the basis of the decision.

Editor American Grain Trade:—I herewith enclose my check to renew subscription to the AMERICAN GRAIN TRADE. We had a good acreage in Clover this year but the season was not right for a good crop. Ought to have a normal one next year, as we will have a good acreage in this locality. Business in general is fairly good, and the poultry line is getting better all the time. LEE L. HERSHBERGER, Independence, Ore.



## A REBUILT ELEVATOR AT GIRARD, ILL.

The degree of expansion which an elevator may expect is determined not only by the opportunities apparently offered by the station, but also by the ingenuity exercised by the management in taking up new lines and the advantageous handling of lines already on hand. Some very modest country stations support excellent elevators that show ex-



OLD PLANT SINCE TORN DOWN

ceedingly good profits; and many others would do so if an effort were made to promote desirable expansion.

One country elevator in the Central West that has succeeded admirably well and has handled more than grain only, is the Girard Elevator, Girard, Ill. The building is easily accessible both to the Chicago, Burlington & Quincy Railroad and the Chicago & Alton, and has adequate sidings. The building measures 50 feet in length, is 30 feet wide, and has a height of 60 feet.

The business was formerly operated under the name of John H. Shutt & Sons, and was located at Donnellson, Ill. This style of name was carried by the enterprise from 1916 until 1921. It was then that they purchased what was known as the Girard Grain Company, and to distinguish the company its name was changed to the Girard Elevator Company. The old plant was operated until the spring of 1924, at which time everything was torn away and the present up-to-date plant was built. One of the illustrations published on this page shows the old plant which was taken down to make room for the new one. In the foreground of the picture are shown Mr. Shutt with his helpers. The new plant has been in active use and rendered satisfactory service ever since its completion. The elevator is ironclad and of

it has a cleaning capacity of 800 bushels per hour. A corn sheller of the same make is provided and has a capacity of 750 bushels per hour, and there is also a 60-bushel grinder.

Electricity is the means of lighting and is also used for power. Two electric motors, one of two horsepower and the other of 20 horsepower, have been installed. A 300-foot belt drive is used, and the control is all from the working floor. For unloading there is a gravity chute from cars. A six-bushel automatic scale of the self-adjusting type is also available.

Provision has been made for guarding against fires, and the elevator has water barrels as well as chemical extinguishers. The principal equipment aside from the regulation devices already enumerated is machinery for retail sacking and wagon loading. The chief grains handled are wheat, corn, oats and rye, in addition to which the house also merchandises a fairly comprehensive



GIRARD ELEVATOR COMPANY'S NEW HOUSE AT GIRARD, ILL.

list of sidelines. Coal is the sideline of most importance, but the company also handles a full line of feeds and flour. Each of these items has contributed in a material way to the success which has come to the Girard Elevator Company.

At the present time the company employs a

## BUSINESS CONDUCTORS NAMED

Shortly after the Chicago Board of Trade announced that it was to have a Business Conduct Committee, the Kansas City Exchange came forward with a similar proposal. The personnel of the Kansas City committee has now been appointed and approved. It includes Harry C. Gamage, president of the Kansas City Board of Trade; C. W. Lonsdale, president of the Grain Clearing Company; B. C. Moore, president of the Moore-Seaver Grain Company; J. E. Rahm, president of the J. E. Rahm Grain Company; L. S. Mohr, president of the Zenith Milling Company. Mr. Moore will serve three years, Mr. Rahm two and Mr. Mohr one year. The presidents of the exchange and of the Grain Clearing Company are members of the committee.

The committee is given the duty and authority to prevent manipulation of prices and have general supervision over the business conduct of members, particularly insofar as such conduct affects non-member customers, the public, the state and Federal governments, public opinion and the good name of the Board of Trade. The committee has power to investigate and scrutinize the operations of any member. Severe penalties are provided for irregular practices or violations of the letter or spirit of the exchange rules.

## SOVIET CZARS RESTRICT RUSS GRAIN TRADE

Czar Nicholas in his best days took no more drastic action against his people's grain trading privileges than did the Soviet leaders on October 28. In order to secure greater control of this year's grain supply the Moscow Government on that date issued regulations forbidding state commercial organizations from purchasing grain from private traders or commission agents. This affects many thousands of Russian grain dealers who have accumulated several hundred million rubles' worth of wheat from the peasantry at their own prices and who will now be forced to dispose of these stocks at any figure obtainable.

It is likely that the entire accumulation of grain in private hands will come into the possession of the Government, which desires to lower the price of bread and also to increase its grain exports abroad.

In business circles this is regarded as one of the most drastic orders ever issued by the Soviet leaders. It apparently is aimed at those who have been alleged to be profiteering under the so-called new economic policy. The Government charges private traders with responsibility for the present high prices of wheat, which it says have interfered seriously with its export of wheat abroad.

## BUMPER RAIL-GRAIN CROP

As far as the eastern railroads are concerned, this country had a bumper grain crop this year. The Port of Philadelphia and the Port of New York received by rail an average 48 per cent more grain for export during the first nine months of this year than they received during the corresponding period of last year. This is made plain by figures offered by the American Railway Association. For export through the Philadelphia port the railroads moved 21,047 cars of grain up to October 1, 1925, or 29,465,800 bushels, an increase of 56.6 per cent as compared with the 13,437 cars, or 18,811,800 bushels, for the first nine months of 1924.

For the nine months up to October 1, 1925, the railroads moved 48,906 cars of grain for export through the Port of New York. This is equivalent to 68,468,400 bushels and represents an increase of 39.9 per cent over the 39,948 cars—or 48,927,200 bushels—of grain moved in the first nine months of 1924. It is to be noted that the volume of grain sent to New York is over twice that dispatched to Philadelphia during the first nine months of this year, but that Philadelphia's percentage of increase over last year's shipments is about 57 per cent as compared to 40 per cent increase of New York-bound grain.



NEW FEED WAREHOUSE OF THE GIRARD ELEVATOR COMPANY

wooden construction. It has 10 bins that furnish a storage capacity of 15,000 bushels, the divisions between the bins being of wood. The receiving capacity is 1,200 bushels per hour and the shipping capacity is the same. One grain cleaner, made by the Union Iron Works, has been provided and

bookkeeper, a salesman, and four men to keep the work of the elevator itself going. While the new plant has been in operation less than two years, it has been found very satisfactory and a decided improvement over the old one which was torn down to make way for it.



# Practice of Holding Grain in Scales After Cars Have Been Loaded

By H. A. JUNEAU\*, State Weighmaster, Superior, Wis.

THE practice of holding grain in scale hoppers after cars have been loaded to visible capacity or after a boat has been loaded to the required amount is one that we have all had considerable experience with and one that we have all felt is detrimental to good weighing methods. There is no question with any one familiar with weight recording but what this opens up the possibility of inaccuracy in the final weight, and always raises the question in case of shortage at unloading point of the correctness of the amount claimed to have been loaded.

Many years ago previous to the invention of the type-registering beam there was no way to prove the inaccuracy of a weight reported if the total number of drafts shown agreed with the total weight reported. With the advent of weight recording devices the human element of error was greatly reduced until at the present time with the modern type-registering beams, we feel that this human element of error now has been reduced to the minimum, and yet I also feel that the same element is still largely responsible for the correctness of the weight of grain claimed loaded. Especially is this true in the case of hopper scale weighing. Only last week we had a large difference shown up between a scale ticket made by one of our state weighers and one made by the elevator weigher. It is true that it was purely an error due to rank carelessness and a failure to comply with the rules and regulations covering the work, and yet it was an illustration of the statement just made that the possibility for error still exists. The scale was equipped with a type-registering beam but the failure on the part of the house weigher to punch his ticket at the time the car was weighed resulted in a bad error later on. Many other elements, such as, knowing that all of each draft has been dropped from scale to car before another is taken, knowing that all of the car-loading spouting from scale to car is grain-tight and locked, and that no spill is made by the car-loaders at the car. All of these have a direct bearing on the accuracy of the amount claimed loaded.

As to the practice of holding grain in scale hoppers, our experience has been that except in very rare cases, this is done only on loads of screenings. On cargoes it does sometimes happen where more grain has been weighed than the boat can take or on cars of flax where the amount called for is net and an additional amount is afterwards dropped to cover the dockage. On other kinds of grain loaded to cars, except screenings, the amount to be loaded is known in advance, and of course only that amount is taken down into scale from the garner.

In the letter I received from your committee they asked me to prepare a few words on this subject and stated that they thought I had had some experience with this evil on screenings; and they surely were well informed. In fact, after one case in particular that happened with us a year ago, it was brought very forcibly to me that we must solve this problem in such a way that at no future time could any one come back at the Department and say that the weight records, shown for any car or cargo, regardless of the amount of grain, would not stand the closest scrutiny of the most skeptical claim sleuth, and that the only way to have this kind of a record was to make the scale ticket show every part of the work performed in the building up of that weight, covering each balance taken, whether holding or dropping by a punch record ticket. To illustrate: Supposing that two drafts have been dropped to the car and a third draft is taken down into the scale, after which a signal is received from the loading floor to drop more grain. After 8,000 or 10,000 pounds have been dropped signal is again received to shut off. Before dropping any grain

from this third draft a weight is taken and punched just the same as on the second draft and when signal is received to shut off, scale is again balanced and a weight punched to show the amount of grain still held in scale. This is the same process as securing a weight of the contents of a car loaded over a track scale. In this case the third draft recorded represents your gross weight and the weight of the amount held in the scale after the desired amount has been dropped out of this draft represents your tare weight—the difference between the two being the net amount dropped to the car. No matter how many short drafts are taken from the scale unless an additional amount is taken down from the garner, the difference or net weight as shown above will represent the amount of grain dropped to the car from this draft. A detailed statement of each of these several weights is also written on the back of the car, each draft, as stated before, being verified by a punch record ticket. Of course, this means quite a lot of addi-



H. A. JUNEAU

tional work for the weigher, but it is the only system that we have been able to work out that will give us a complete memorandum of each move made and a complete punch record on the ticket to verify each draft. In reality, it is no more nor less than the methods used heretofore on regular weigh backs. Many of these records will show two, three or four of these small drafts before car is loaded, but as I said before, you have a punch record ticket to verify each one of them, and with the system of car record that we are using which carries a punch ticket end on the ticket, the whole transaction is written out in detail on the back of the card and is therefore quick reference whenever needed. This same method is used on cargo weights whenever it is necessary to hold grain back in the scale. In weights on flax cars, where the dockage is added to the net weight, the same process is followed of a gross and tare weight to arrive at the final draft. We feel that in this way we are making a correct record of the weight of all grain released to car or boat. I fully realize that it would be a great deal more satisfactory to us all if there was no necessity of having to take this kind of a record, but I know of no other way to do it, especially on cars of screenings, where the amount to be loaded is not known in advance, cars are always loaded to the roof, so to speak, or with as much grain as can possibly be put into them. It is not a question of convenience to the elevators but simply how much of this class of grain they can put into a car. On cars where the amount to be loaded is

known in advance we do not take anything but straight drafts.

In connection with this question is another very similar in character and which was given a great deal more trouble, and that is on cars unloaded where the scale capacity is not ample enough to take care of the car in one draft, but which fact is not known until after most of the load has been elevated. These cases do not happen very frequently and always come as a surprise and are therefore harder of solution. One way in which this can happen is on an 80,000 capacity car with a load, we will say of 90,000 pounds, but upon which there is no report from the downstairs weigher of a large load. With a scale having a capacity of 88,000 pounds, the upstairs weigher naturally figures on taking the car in one draft, but about the time they get a scale full, with more grain still coming up the leg, they begin to realize that they are not going to be able to do so. At first one would say that this was easy of solution—shut off the garner, drop your grain and take the balance of the load in another draft. But supposing you are in an elevator with six or eight receiving legs and on all of the other scales you are taking full car loads in one draft, it means the holding up of the completion of that setting of cars until all of the grain has run out of this particular scale and the balance has been taken down from the garner to the scale. Only a small delay, it is true, on this one setting, but if it happens once in each setting 20 times a day, it runs into lots of delay, which means considerable loss of time to the elevator company. In addition to this is another angle; it may be a house that receives several kinds of grain in each setting, and this delay may come at a scale at one end of the house with a certain kind of grain that must be transferred by belt to the other end of the house. This makes an additional delay in the belting with a corresponding delay in the work; that is if we take this weight as we would like to do and as we know it should be taken. The usual way of handling cases of this kind to save time in releasing of this scale at the same time that the balance of the other receiving scales are released is to drop 8,000 or 16,000 pounds out of the scale—enough to allow for the taking of the balance of the load in the one draft. This keeps the house in operation and prevents the delay referred to. This 8,000 or 16,000 pounds is then shown as a separate draft, making two drafts for the load. Personally, I don't like this method, and I am frank to say that I have placed a ban upon it several times, only to be forced to lift the same after I had found that it was slowing up the work at that particular house. You understand this happens only in cases where the amount received exceeds the amount expected. If you know your scale capacity is not large enough to take care of the car in one draft, it simply means two drafts and you plan your work accordingly, but when you expect to perform the operation in one draft and then are unable to do so, you are forced into this second small draft to take care of the remaining amount of the load, and it then becomes a question of how best to handle it with the least chance for error. With us it happens only in one of our large houses. As I stated before, they have scales with a capacity of 88,000 pounds, and this particular kind of a problem only shows up once or twice a day during the busy season, but when it does, it invariably happens on a car that has to be transferred to the bins by belt and therefore means considerable delay if they are forced to weigh and drop the entire amount in the scale before taking the balance from the garner. So far I have been unable to figure out any other way of doing the work that will give us the same results and still not prevent a delay in the work of unloading.

I would be glad to hear from some who have had experience in this, just how they are handling this kind of a problem.

*Editor American Grain Trade:*—Enclosed find subscription to the AMERICAN GRAIN TRADE for the coming year. In the early spring expect to build a new elevator. GEORGE DULL GRAIN COMPANY, Deshler, Ohio.

\*An address delivered at the annual meeting of the Terminal Grain Weighmasters National Association, Kansas City, Mo., October 12, 1925.



# NEWS LETTERS

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

**I**N CONNECTION with the reform amendments passed on the Kansas City Board of Trade recently, a committee which will be designated as the "Better Business Conduct Committee" has been appointed and was authorized during the last week in October by the directors of the Board. The rules for reform as adopted here are similar to those recently passed upon by the grain exchanges in Minneapolis and Chicago.

The committee, which was confirmed here by the directors, is composed of H. C. Gamage, president of the local Board; Charles W. Lonsdale, president of the Grain Clearing Company; B. C. Moore, president of the Moore-Seaver Grain Company; J. E. Rahm, president of the Rahm Grain Company; and L. S. Mohr, president of the Zenith Company.

This committee, through the provisions of the amendment, is given unlimited power. It is said that no such provision for the absolute regulation of the business and conduct of its members has ever been passed by any other organization in trade, except possibly other grain exchanges. There are only two penalties which the committee may invoke upon any member: Expulsion from the Board, or a temporary suspension.

Any member or firm under investigation will be given every opportunity to appear before the committee and explain voluntarily any irregularity complained of. Failure on the part of the member to appear before the committee, when ordered to do so, is to be recognized as an offense against the Board. Books or documents of any member or firm shall be open to the scrutiny of the committee at all times.

The formulation of such a committee, and with such power having been vested in it, grain men here consider the move as an almost perfect preventive measure against the possible manipulation of small firms or combines to produce an unnatural state in the markets. The criticism which has been heaped upon the entire grain trade is considered but the result of the operations of a few grain dealers.

The movement in the Kansas City exchange is said to be a direct result of the work of Secretary Jardine, who made numerous suggestions to the leaders in the various exchanges after an exhaustive study of the situation. The amendments and the subsequent naming of the Better Business Conduct Committee, both here and in Chicago, are said to be the result of the efforts of grain men to comply with the suggestions and requests of Secretary Jardine.

It has been announced here that William M. Jardine, Secretary of the Department of Agriculture, will speak in Kansas City before a meeting of the International Farm Congress, November 16.

According to a recent announcement made public here last month by Sydney J. Roy of Hannibal, Mo., who had been traveling extensively through the Missouri Valley sections interviewing many farmers in the interest of the improvement of the inland waterways, many farmers in this section are showing great interest in the possible shipment of wheat and hay by joint rail and water hauling. This became very evident through the immense interest evinced by hundreds of Missouri Valley men who attended the Missouri Valley Navigation conference at Kansas City on October 19 and 20.

Mr. Roy was quoted as saying that an actual saving of three cents per bushel on wheat shipments has been made when wheat was unloaded at St. Louis and transferred to barges for hauling to gulf ports by water; saying that, if the wheat might be loaded at Atchison, Leavenworth, Kan., or Kansas City, another three cents might be saved and the value of the Kansas wheat crop would be materially increased thereby.

When additions to the plan and equipment of the Southard Feed & Milling Company, 17th Street and Cookson Avenue, are completed, the grain storage capacity of the plant will be enlarged to about 100,000 bushels. Improvements now under way will double the present production, bringing the possible daily output of the plant to 20 carloads of mixed feeds for poultry and various domestic animals.

The height of the main mill building will be increased to five stories, and 11 new storage tanks and a head-

house are to be added. The combined height of the headhouse and storage tanks will be approximately 125 feet. A roofed loading dock of concrete, 350 feet in length, is under construction and will be equipped with a belt conveyor. The improvements, which have been estimated to cost \$100,000, are expected to be finished and the mill in operation by the first of the year. George W. Selders is president of the milling company.

Wednesday, October 28, saw the receipt in Kansas City of the first carload of all new crop corn. It is said to have been graded as No. 3, Mixed, and sold at 78 cents. Several cars of mixed Milo and kafir are said to have been received here on the same day.

Wheat receipts at Kansas City during the month of October totalled 3,348,000 bushels, which are said to be the smallest for that month here since 1917, when there was a total of only 3,194,100 bushels received. The short receipts of this year are attributed to the present seeding activities and to the short crop in this section this year. A glance at the receipts for October, 1924, will show the extent of the enormous depletion of last month; last October saw the receipt of 10,671,750 bushels. This year was but little more than one-third as large as the same month last year.

The following notice to members of the Board of Trade was recently sent out by W. R. Scott, secretary of the Board:

"Recent instances of false and misleading market information put out over private wires and otherwise, have come to the attention of the Cash Quotation Committee. All members are thoroughly familiar with the fact that it is a serious violation of the rules and regulations of the exchange to promulgate market information that is false, inaccurate or misleading. You are especially cautioned not to make statements as to the trend of the cash market which have not had the approval of the Cash Quotation Committee."

## INDIANAPOLIS

H. M. RUDEAUX - CORRESPONDENT

**H**EAVY rains during the first part of this month have brought streams up to high stages. White River here stands at 10 feet today and is still rising, and the total rainfall for the first eight days of the month is 2.20 inches, contrasted with normal fall of .95 inch for the period. If the rains continue there is a possibility of the southwestern part of the state being flooded, especially the area around Edwardsport and along the west fork of White River. The month of October was cold and cloudy weather prevailed with an abundance of rain, and the temperature averaged about six degrees below the seasonable normal. Rains were sufficiently frequent to keep the soil wet and further retard wheat seeding, especially in the central and southern sections, and reports show an abandonment of some acreage as a result. Some reports of seed rotting in the ground in the southwestern part of the state have been heard, but conditions were more favorable in the northern part of the state where seeding was finished in good time before the adverse weather conditions set in, and most of which is up and in good to excellent condition. The weather condition, however, is very unfavorable to outstanding corn. The dampness has prevented cribbing and is causing some sprouting in the shock. In many portions of the state the rains softened the ground to such an extent that much corn has fallen, with some consequent rotting. The conditions have been unfavorable for the threshing of buckwheat up to this time.

William Hayward of the Hayward, Rich Grain Company reports a good demand and expects an improvement if weather conditions improve. With mud knee deep and continual rain the farmers can't husk corn, and consequently the movement is light, but 10 days of good weather will improve conditions a whole lot, especially if cold dry weather sets in, was Mr. Hayward's prediction.

Elevator "B," southwest of the city in the town of Beech Grove, operated by the Cleveland Grain Company, is running a night and day force as practically all corn must be dried owing to the high moisture test.

"Corn has been cribbed too early," said Edw. Shepperd, manager of the company, "and it is getting out of condition as a result of early cribbing. What we need is some good cold weather, the present and existing condition is very unfavorable." Horace Bloomfield, the superintendent of elevator "B" of the Cleveland Grain Company, spent several days in Cleveland, Ohio, last week on business.

H. E. Kinney of the Kinney Grain Company, complained of the excess amount of rain and wind causing much corn to fall as a result. The quantity of corn is in sight if the weather conditions improve so as to dry it out and get it in condition to handle. The call for new corn is improving, but receipts will be light owing to the weather on Friday and Saturday which prevented loading. Most arrivals are grading No. 5 and No. 6 and Sample.

Warren Mannon has been confined to his home for the past two weeks with a serious cold but is reported somewhat improved.

Bert Boyd of the Bert Boyd Grain Company believes that a few weeks of good weather will increase the movement of new corn. The rainy weather has retarded the loading and consequently the receipts have been running very light. In the southern part of Illinois where the soil is sandy and new corn moves early it has been reported that not one single car has been loaded up to this time on account of the weather conditions, said Mr. Boyd. Some places where corn is down some rotting is reported but as a rule the field conditions are very good and in most localities the corn is standing up well; however, arrivals are grading No. 5 and 6 No. and Sample. Good corn is in demand with a cash premium.

Joint meetings of the Indiana and Illinois grain dealers were held on the ninth of November at Sheldon, Ill., and the tenth at Danville, Ill. At Sheldon a turkey supper and all that goes with it was served and a general good time was reported with a good attendance. Turkey suppers usually draw good crowds.

Dealers in mixed feeds are about to offer a prize for some good suggestion that will not only cause a demand but stimulate business. The weather conditions during the past months have been very unfavorable for the feed business, owing to the abundance of pasture caused by excessive rainfall. With new corn at hand and not in the best condition to ship, much is being fed on the farms and naturally the demand for concentrated feeds is very light, but even with this condition feeds are being quoted at advanced prices.

The movement of hay is very light and being quoted as follows: No. 1 Timothy \$22.50 to \$24; Mixed hay \$21.50 to \$22.50; No. 1 Clover \$20, prices track Indianapolis. There has been a decided improvement in the hay trade especially for good grades, and poor quality is not wanted at any price. Some new ear corn has been moving and arrivals up to date have been better than anticipated. However, the outlook is not encouraging at present.

Fred Vawter of the Indianapolis Grain & Feed Company reports business improving with good demand, and the future more encouraging.

William Evans of the William Evans Grain Company is reported recovering from an operation for appendicitis several weeks ago.

## CINCINNATI

HARRY A. KENNY - CORRESPONDENT

**A**CTIVITY in the grain and hay market in this district the past month, was hampered by a lack of receipts. Buying orders were plentiful, but the tradesmen found difficulty obtaining stocks with which to fill them. With the exception of ear corn which increased 24 cars, all other grain and hay receipts for October were decidedly lower than the total for the same month last year. Receipts of shelled corn fell off 169 cars, oats 45 cars, feed 10 cars, wheat 12 cars and hay 379 cars. The small receipts of hay were



attributed to the short crop, while receipts of corn were held down by the fact that the farmers and elevator operators are experiencing difficulty drying out the grain which this year has an unusually large moisture content. The trade is not anticipating any marked improvement in the corn situation, despite the fact that the crop this year is exceedingly large, until after the first of the year. Transactions on the local exchange during the past 30 days, netted the merchants fair profits as the stocks which they had for sale brought satisfactory prices.

D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange, has been named secretary of the United States Feed Distributors Association. Mr. Schuh received his appointment from W. O. Fehling of Philadelphia, Pa., president of the organization. The national headquarters will be moved to Cincinnati from Indianapolis. Mr. Schuh succeeds C. G. Wehman of Indianapolis, who recently departed from the feed business to engage in another enterprise. The headquarters of the organization will be housed with those of the Cincinnati Grain & Hay Exchange in the United Bank Building, Third and Main Streets.

At a recent meeting of the Board of Directors of the Cincinnati Grain & Hay Exchange, Theodore Felss, president of the Felss Flour Milling Company, was elected to membership. R. E. Pierce, president of the Ohio & Indiana Hay Company, has withdrawn his application for membership.

J. A. Hallam, chief grain inspector of the Cincinnati Grain & Hay Exchange, has been appointed a member of the Committee on Papers and Grades of the Chief Grain Inspectors National Association by A. A. Breed, president.

During the past month, D. J. Schuh, executive secretary of the Exchange, together with Fred Scholl of the Scholl Grain Company, Dan B. Granger of the Dan B. Granger Company, A. C. Gale of the A. C. Gale Company and H. Edward Richter of the Richter Grain Company, attended sectional meetings of the Ohio Grain Dealers Association at Piqua, Van Wert and Washington Court House.

Ralph Schwegman, for many years Cincinnati representative of the Lyons Milling Company, Lyons, Kan., has been appointed manager of the Cincinnati branch of the Lawrenceburg Milling Company, Lawrenceburg, Ind. He succeeds Charles H. Falls, who resigned to enter another line of business.

Work has been started rebuilding the animal feed plant of the Transit Milling Company, Lawrenceburg, Ind., which was recently destroyed by fire. The loss was estimated at \$40,000, covered by insurance. The origin of the fire has not as yet been determined.

## DULUTH

S. J. SCHULTE - - CORRESPONDENT

COMMISSION and elevator men on the Duluth market were mildly interested in the action of the Minneapolis Chamber of Commerce in amending one of its rules in the way of making wheat held in Duluth elevators under warehouse receipts eligible for deliveries under future contracts at Minneapolis. Dealers here contend that the passing of the rule will fall short of the desired result in increasing trading in wheat futures on the Minneapolis market in that an eastern buyer desiring grain would naturally prefer to do his buying here as he would not be required to figure upon four cents difference in freight rates between Minneapolis and Duluth and the grain would lie here at his disposition available to load at any time. While it is admitted that the rule will work out conveniently in the case of any trader who might in the event of market congestion, find himself unable to make good on a future delivery down there, it is predicted that it will be found a somewhat empty husk as far as developing extra business for the Minneapolis market is concerned. Traders here recall that Minneapolis operators made quite a spurge in the claims they made when the new rule was made down there. For one thing it was urged to catch the ear of eastern operators that the effect would be to afford the Minneapolis market 20,000,000 bushels additional storage space, the presumption being that the great bulk of the 35,000,000 bushels storage capacity of Head of the Lake elevators might be at the disposition of the Minneapolis trade in case of emergency.

Operators here who had been exercised over the controversy that has been arising at times lately over Minnesota state and Federal grain inspections are sanguine that the trouble is in a fair way to be ironed out. The dispute arose through recent deliveries to Buffalo mills of two cargoes of Spring wheat in which a difference of opinion arose between the grading accorded the cargoes in loading out at Duluth and their

reinspection at Buffalo. The differences it is claimed were brought about in the figuring of the dockages, that being explained by officials of the Minnesota State Inspection Department at Duluth by variation in the samples taken in the same cars by the Federal and state samplers here. Prior and subsequent to the arising of the controversies referred to, Federal and state officials here have worked together and substantially agreed in their work in every particular. A tightening up in working between the departments was brought about in the determining of the percentages of smut carried in some wheat and Durum handled. Dealers on this market are taking the precaution in making sales of grain for eastern delivery to have state or Federal inspections in the transactions, and it is hoped that through working in harmony the danger of disputes and possible losses in consequence will be largely eliminated.

The extent to which the movement of grain has been held up this season through the slack export inquiry and lack of adequate storage space in consequence has been illustrated in the great falling off in the run of grain so far this season. Receipts at the elevators here during the present crop year from August 1 last to November 10 for example were only 77,651,474 bushels against 122,560,727 bushels up to the same period last year. Of that, wheat receipts were 38,672,200 bushels against 60,281,000 bushels last year.

Wilbur Joyce, manager of the Van Dusen-Harrington Company's Duluth office, is pluming himself upon his house having set a record recently in handling the largest car of grain ever received on this market. It contained 154,080 pounds of Durum wheat consigned to the Van Dusen-Harrington Company. It was sold to the Washburn-Crosby Company and was shipped to Minneapolis. The mammoth box car was one of the Great Northern Railroad's latest equipment and it was regarded in trade circles here as having inaugurated a new era in the handling of grain. It is admitted that grain at interior points might be handled more readily with the railroads in position to furnish 2,500 bushel in place of say 1,400-bushel capacity cars. The working out of the experiment in grain handling is being watched with interest by commission and elevator men here.

Warren S. Sharkey, grain receiver and shipper, is away upon an extended vacation. His business on this market is being looked after during his absence by Tony Tretten who was for some years connected with Poehler & Co. here but who had during the last three years been engaged in another line of business at Minneapolis. Mr. Tretten is popular in Duluth grain trade circles and he was given a hearty welcome upon his return to this market.

E. H. Smith, who was for several years manager of the American Linseed Company's business at Duluth, was a recent visitor on this market from his company's New York headquarters. He expressed satisfaction over the outlook in the linseed oil trade for the new season, and he predicted that flaxseed growers over the Northwest would continue to be afforded a ready market for their seed.

The Duluth market is now in line with all the other American grain exchanges, in conforming to the suggestions of the Secretary of Agriculture at Washington regarding rules governing trading in futures, having passed changes in rules similar to those put through elsewhere. A Conduct Committee to supervise executions of contracts and to regulate trading in futures, has been appointed by the Duluth Board of Trade as follows: H. F. Salyards, chairman, G. H. Spencer and E. L. Bradley.

Commission men and elevator interests on this market are deeply interested in the controversy that has arisen between the Minnesota and Wisconsin grain inspection departments over making protein tests of wheat. After having established a laboratory at Duluth and Minneapolis for making protein tests that were at outset optional with shippers or dealers, the taking of the tests was made compulsory, effective on November 1, both upon wheat taken in from cars at the elevators, and on grain shipped out by boat. After strong representations had been made at St. Paul on the score that the making of protein tests upon grain shipped out from the elevators would have been superfluous and would have resulted in tying up the trade, that portion of the regulation was rescinded. All wheat and Durum coming in must however continue to be tested for protein though dealers have pointed out that the rule should not be applicable as regards Red Durum for the reason that that grain is being taken mainly to mix with Red Winter wheat to bring it up to weight. The latest development is that the Wisconsin State Grain Commission is seeking to attract a larger proportion of the grain handling business to its elevators by cutting its inspection fees under those of the Minnesota state board.

Elevator and grain commission men at Duluth have been playing closely to the board in their market operations for some time back until they are able to get a better lineup on the probable foreign demand for such surplus wheat as this country has to offer this

season. As a result of light export demand for wheat and other grains, operators here found it necessary to curtail the movement of grain from the country during the last month to avoid congestion in handling and elevator space. Wheat shipments have been confined to a great extent to Buffalo millers and Durum wheat has not moved in anywhere near the volume that had been looked for, owing to light Italian buying. Through special efforts and the making of price concessions in some cases the elevators were able to reduce their stocks as on November 10 to 25,500,000 bushels of all grains as compared with around 30,000,000 bushels a month ago. At this writing the vessel interests are making a rate on wheat from the Head of the Lakes for Buffalo delivery at 13-4 cents a bushel or 11-2 cents for delivery at a Georgian Bay port. These are the lowest rates in the history of the trade on this market for the late fall season and it is conceded to have been brought about through the necessity of boat owners to keep their fleets going in the hope of being able to do better around the windup of the navigation season. The prevention of storage congestion almost immediately after the close of navigation is acknowledged to depend upon the chartering of a large number of steamers for the winter storage of grain. Grain men are offering 41-2 cents for storage boats and it is presumed that a rate of 5 cents will require to be made before the owners of the big iron ore carrying fleet will be attracted. The ore carrying season will end within a few days and those freighters will then be available for the grain trade.

R. M. White of the White Grain Company has noted a moderate improvement in feeds business on this market lately, due to the remarkable extension of the dairying industry and cold weather conditions having made it necessary to bring cattle in from pastures earlier than usual.

## TOLEDO

S. M. BENDER

CORRESPONDENT

THE Toledo Produce Exchange Traffic Association held its monthly meeting at the Elks Club of this city Tuesday evening, October 27. Lee G. Macomber, traffic commissioner for the Toledo Chamber of Commerce and the Exchange, was the guest of honor. He has accepted a similar position with the Detroit Chamber, taking up his new duties November 1. Jesse D. Hurlbut, president of the Exchange, presented the with a fine pipe and humidor of tobacco from the boys on 'Change. Mr. Macomber for several years has maintained an enviable record for Toledo in traffic affairs. He is one of the few men who have been able to settle many questions of dispute between shippers and carriers without resort to the Interstate Commerce Commission. Toledo shippers sense their loss very keenly but feel that Mac is entitled to promotion to a field that will more fully bring out his extraordinary ability.

The Ohio Grain Dealers Association held three group meetings in Ohio this month. The time and place of meetings were as follows: November 4, Cherry Hotel, Washington C. H., Ohio; November 5, Favorite Hotel, Piqua, Ohio; November 6, Marsh Hotel, Van Wert, Ohio. These meetings were planned by President Sam Rice and Secretary Joseph McCord, who attended all three. Great enthusiasm was shown by members in nearby territory and it is believed that great good can be accomplished by such meetings every month.

Wallace Applegate, secretary of the Mennel Milling Company, attended the Grain Dealers National Association convention held in Kansas City, Mo., last month.

The Great Lakes Regional Advisory Board of which L. G. Macomber former traffic commissioner for Toledo, is president, held a meeting in Cleveland, Ohio, November 11 and 12. Many Toledo grain men and millers took advantage of the Armistice Day holiday to attend.

Raymond P. Lipe Elevator at Bryan, Ohio, will be auctioned off to the highest bidder at that point, Monday, November 16 at 10 a. m. This elevator transits grain at Bryan, Ohio, from all points east, west, north and south. A most important advantage is that it permits the movement of Ohio, Michigan and Indiana grain north, south, east and west of Toledo on the same re-shipping basis as if handled in Toledo. The plant is electrified and has an oats bleacher, Randolph Grain Drier, loading and unloading tracks on both sides and fully equipped laboratory for testing and inspecting grain. A modern brick office building attached is fully equipped. The Raymond P. Lipe Company, having taken over the C. A. King & Co. with offices in Toledo, have no further use for this modern plant in one of the best locations in the Middle West.

A Van Wert, Ohio, farmer reports that he has 10,000 bushels of corn and every bushel of it will go into the cribs and await a price of \$1 a bushel even if it



takes two years to do it. Many farmers in Ohio feel the same way about their corn and this may curtail the movement just as it did with the wheat crop. To date receipts in this market have been light for the time of year even though harvesting of the crop is late.

Grain inspections in this market for October were as follows: 195 cars of wheat, 82 cars of corn, 170 cars of oats, 7 cars of rye and 6 cars of barley. Total, 460 cars. By lake, Steamer *W. D. Ross*, 198,000 bushels of Northern Spring wheat, Steamer *Anderson*, 100,000 bushels of Northern Spring, Steamer *Northwind*, 58,000 bushels No. 1 Northern Spring, Steamer *Collender*, 196,000 bushels Canadian Northern, Steamer *LaSalle*, 162,770 bushels Northern Spring, Steamer *Osborne*, 102,000 bushels wheat, and Steamer *Crosby*, 97,000 bushels corn.

Sam Rice of Metamora, Ohio, president of the Ohio Grain Dealers Association, attended the national convention held in Kansas City last month. Frank McManness, proprietor of the McManness Milling & Grain Company, Findlay, Ohio, called on several Toledo dealers during the past month.

The early frosts and freezing in Ohio probably did more good than harm, according to C. J. West of the State-Federal Crop Reporting Bureau. Pastures were not hurt at that time and orchards were benefited, as water was driven from the branches and trunks of trees thereby preparing them for winter. Apples were colored also which enhances their value.

William E. Savage, president of the Imperial Grain & Milling Company, celebrated his fifty-sixth birthday October 21, but escaped the usual round of beatings and hilarity by not announcing it until several days later. He and Mrs. Savage at the present time are accompanying one of the mill's eastern representatives on a tour of the New England States and will be gone several weeks.

Ohio farmers have disposed of over half of this year's wheat crop according to official figures. About 10,000,000 to 15,000,000 bushels remain for sale against 20,000,000 to 25,000,000 last year.

Arthur A. Cunningham of the Sneath-Cunningham Company, grain merchants of Tiffin, Ohio, while visiting in Toledo during the past month, reported that wheat seeding in that section had been delayed by wet weather.

Homer Flanigan, of the Crawfordville Seed Company, Crawfordville, Ind., called on several Toledo seed dealers during the past month.

M. R. Maney, manager of the grain department of the Ohio Farm Bureau Service Company, Columbus, Ohio, and G. L. Rothenberg, recently appointed manager of the Napoleon Grain & Stock Company, Napoleon, Ohio, were visitors on the local exchange during the month.

Henry Hirsch, well known seedsmen of this city, has just completed a new unit of their seed house which now gives them access to two streets and greatly enlarges the usefulness and capacity of the present plant. A son, Harry, and nephew, Seymour Hirsch, are the young blood in the firm.

Corn receipts lately have been light and spot cars have been bringing very good prices. Ten cars of the new crop were in here last week and the moisture content ranged from 25 to 27 per cent although one car graded No. 6 with 22 per cent. Husking returns show large yields but most of the corn is light in weight. Work in the fields has been greatly delayed by wet and unseasonable cold weather. Oats receipts have been liberal and the edge is off the demand for the time being. Prices have held well in this coarse grain considering conditions and some dealers here can see a lot of merit in oats at present levels.

Millfeeds have come back fairly well since the recent setback and bran and middlings have shown more activity than for several weeks. The cold weather has been very stimulating to the country trade. Buyers are gaining more confidence in feeds at present prices and this has helped to hold the market firm to higher. Those who were somewhat pessimistic the past month have now decided that feeds may meet with a lively trade especially if the cold weather stays. Dairy men are looking for a large business due to the predicted shortage in butter. So far mills have not had to meet any undue competition and this has inspired more aggressiveness on the part of millers who sometimes find cut-throat selling right under their noses.

Clover seed has been firm all month with the exception of deferred months which have been depressed by hedging pressure and profit-taking. The movement has been delayed by the wet weather and farm work. Deliveries on October contracts came at the last minute but went into strong hands. A large part of the seed will be shipped out to meet the demand. Sales for foreign accounts have been quite large and it is likely they will have a generous surplus. Last year domestic Clover ruled at a handsome premium, and it appears it will again this year. October, Clover held its premium,

and cash and November are strong at present. The crop is only slightly smaller than last year according to official reports. Alsike and Timothy have been firm with trade light.

Hay has been reduced during the past month with the exception of the Clover varieties. Dealers report receipts and shipments light. Farmers will soon be in position to haul hay to market if they feel that the price is right. The quality of the hay is fair with most of it containing field stubble and some other objectionable refuse. If the movement grows larger soon prices may break further.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

RAIN traders are somewhat at sea over the extremely light selling. With enormous crops of grains in the Northwest, with heavy marketing looked for by all authorities, the supply is smaller than ever. With fewer hogs and fewer cattle on farms to feed, there was expected to be far more grain to sell.

About the only explanation vouchsafed for the strange situation by local grain traders is that farmers are not satisfied with the present low prices for grain and hence they are holding for an advance which up to this time has failed to appear. However, grain men are hopeful this will mean heavy grain marketing later in the season.

H. M. Stratton, a leading grain dealer in the Milwaukee market, has been named a director of the Grain



HARRY M. STRATTON

Dealers National Association. Mr. Stratton has held this office for some time.

Apparently the corn mills of the Krause Milling Company are to be rebuilt on the old scale after the disastrous fire some time ago. In fact, officials of the company declare that the company will have greater capacity than ever before when the improvements now being undertaken are finally completed. The building program which has been outlined by the company includes an expenditure which will range between \$550,000 and \$650,000. The new structures will be on the old site at Thirty-seventh Avenue and Burnham Street.

The Milwaukee Chamber of Commerce has voted to amend its rules to conform with those of some other exchanges by which wild price changes and great fluctuations will become a thing of the past.

The revisions of the rules include the creation of a Business Conduct Committee and another change permits the Board of Directors to restrict the range of fluctuations in time of emergency.

The Milwaukee Chamber of Commerce has decided to do away with the membership certificates which have been in use for many years. The Board of Directors found in a number of cases that when memberships were to be transferred, the certificate had been lost. Then it was necessary to file a bond to permit the issue of another certificate. It was also believed that this formality of issuing a certificate might be done away with by the requirement that members would only need as evidence of their status the records of the secretary

of the Chamber of Commerce and a membership card, to be issued after all requirements have been met.

It was also found that the membership certificate did not have any particular collateral value because of the rules of the exchange for making transfers of membership.

J. L. Hudson was the last member to receive a certificate on October 21. He was the 3147th member to receive this evidence of his connection with the grain exchange.

The November rate of interest on advances has been fixed by the Finance Committee of the Chamber of Commerce at 6 per cent, which is the rate which has prevailed for many months.

One of the finest grain shows ever held in the history of the State of Wisconsin is the prediction of officials regarding the grain exposition to be held at Menominee in Dunn County on November 18, 19 and 20.

E. D. Holden of the Agronomy Department of the Wisconsin College of Agriculture says that with the splendid grain crop in Wisconsin in the past year, it is certain that the quality of the entries will be very high. With so much fine grain available, Mr. Holden is sure there will also be a large number of entries. He thinks that there should be a minimum of 1,000 entries when the closing day arrives.

This year the show will be a combination of three large grain shows, the grain show of Dunn County, the Northern Wisconsin Grain Show, and the State Grain Show of the Wisconsin Experiment Station.

The first car of new corn to come to the Milwaukee market was received on October 31. It was consigned to the Cargill-Grain Company and came from Pioneer, Iowa. The corn graded as No. 6 Mixed, with 22 per cent of moisture and 51 pounds test weight. This car was sold in the market for 71 cents a bushel, or two cents under the December price. This was considered a good price for corn by grain men, considering the poor quality as a rule of the early offerings.

The membership of the Milwaukee Chamber of Commerce voted on an amendment to the rules by which the commission for the buying and selling of spelt was fixed at 50 cents per ton with a minimum of \$15 per carload. Under the old scale of commission rates, the payment for handling was 1 per cent of the sale value with a minimum rate of 1½ cents per bushel.

Latest reports from the various Milwaukee malting plants indicate that the industry is in more flourishing condition than it has been for a long time. In fact conditions are now better than they have been at any time since the country adopted prohibition.

Milwaukee grain men are delighted with the look-up in the malting industry as it means that this city is likely to recover its standing as one of the leading barley markets of the country. An exceptionally good demand for barley has been reported in Milwaukee during the fall months and it is expected that this trade will continue in its present flourishing state for several months to come.

Allen A. Breed, who is chief inspector for the Milwaukee Chamber of Commerce, has been chosen the president of the Chief Grain Inspectors Association. Having been chief inspector at Milwaukee for many years, he has a wide reputation among the grain inspectors of the country.

Mrs. Mollie H. Widell of Superior has just been appointed as a member of the State Grain and Warehouse Commission.

President H. E. Byram of the Chicago, Milwaukee & St. Paul Road reports that the grain traffic on his lines is very light with a loss in grain loading of about 12,000 carloads in a single month. He says the company has good traffic otherwise, but that grain traffic is being held back because the farmers refuse to let go of the grain at the present prices. He asserts however that while this hurts the Milwaukee road, it is a very healthy sign among the farmers as it indicates that they are financially strong enough to hold their grain this year and will not let it go until they get what they consider a fair market price.

Grain men at Milwaukee are taking a keener interest in grain prices this year than ever before and comparing them with last year to see just why farmers are so dissatisfied with the price levels prevailing at the present time.

This comparison does show that values are far below those of last year. All grains seem to be affected by the price slump, but rye is one of those which is worst hit and that strangely enough coincides with the spot in the Milwaukee market where receipts are the lightest by comparison with a year ago.

Corrected crop returns from the State of Wisconsin indicate that the corn crop will be even better than expected a short time ago. The indication of better than 86 per cent for the crop suggests that the yield will be a little above 46 bushels to the acre.

The revised returns on the oats crop indicate that the yield in Wisconsin was a little better than 48 bushels to the acre of very heavy, fine quality grain. The total harvest of oats in the state was about 20 per



cent more than the previous year and about 33 per cent better than the average crop for this state.

Arthur G. Kneisler has withdrawn from the Milwaukee Chamber of Commerce and his membership has been transferred. Among the new members of the exchange is A. L. Goetzmann, who is a member of a Minneapolis grain concern.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

THINGS have been a trifle quiet over the month in the grain trade, there having been a good demand for both mill and manufactured feeds, but corn movement has been slow on account of buyers waiting for new corn and lower prices, while oats have been a little high for free movement. Wheat has been unsettled, and with cash grain selling at a premium of about 30 cents over option, millers are slow to take hold.

Elevators have good stocks of storage grain in hand, but daily handlings are light. Local storage facilities are small, and there would be a good deal more grain here if elevators were available, a considerable amount of locally owned wheat being held at other points, as considerable elevator space burned or wrecked in the past few years has not been rebuilt. Elevators have about all the business they can handle most of the time.

Local quotations show No. 2 White or Yellow corn at 89 cents. New corn opened at 75 cents a bushel. Rye is worth around 90 cents a bushel; No. 2 White oats, 44 cents and No. 3, 43 cents. Rye demand is about through for the season, as planting is over.

New corn was on the Louisville market by October 15, corn having been bought by some members of the trade for delivery that week. New corn, rating as No. 4, or cool and sweet, has been bought at 75 cents a bushel, as against 89 cents for No. 2 old corn. It is reported that a car of new corn received during the week of October 5, rated Sample White, showed 23 6/10 per cent moisture content, which is quite high. Indications are that corn will run rather high in moisture, due to early harvesting, and damp rainy weather in late September and October, without much wind.

Hay demand is not especially good just now, and there isn't much good hay in the market, due largely to wet weather, the fact that farmers have been quite busy with fall planting and haven't been hauling much hay of late. However, pasturage hasn't been very good, and hay feeding will soon get on a more active basis, resulting in better general demand. No. 1 Timothy is quoted at \$27; No. 2, \$26; No. 1 Clover, \$24; No. 2, \$25.

Grass up to September 12, was in sorry shape in Kentucky and southern Indiana, it having been burned brown, and pasturage became very poor. Golf courses were so dry that a cloud of dust arose when a ball hit, and poor golfers were hitting long balls. Rains brought the grass back fairly well in some sections, feed demand became very active, and has remained that way. Farmers on the strength of higher feeding costs, in having to buy mill and manufactured feeds, advanced prices of dairy products, and milk is up two cents a quart in Louisville.

Louisville feed prices show bran at \$32 to \$33 in cotton, carlots; mixed feed, \$33 to \$34; brown middlings, \$34 to \$36; gray, \$39 to \$40; red dog, \$45; hominy feed, \$30.50; mixed shorts and hominy, \$38.50. Feeds containing a considerable percentage of corn were reduced \$2 a ton or more during the month.

At the office of Henry Freuchtenicht it was reported that hay demand was slow, but that feed was quite active, and that grain had been a trifle better than it was, while general fall prospects are looking encouraging.

Ed Scheer, of the Bingham Hewett Grain Company, candidly admitted that business was a trifle slow, and held to the opinion that a break of about 10 cents in corn, and five cents on oats, would result in a much more active demand for grain, as buyers are holding back waiting for such a break.

At the Kentucky Public Elevator Company, it was reported that daily handlings are quite light at the present time, but the company has very good stocks of grain on long storage, and the plant is fairly well filled up for the time being, the stock including about 400,000 bushels of wheat, 50,000 of oats, and about 20,000 of corn and rye. Corn will start coming in soon, and it is believed that the company will be kept quite busy for a while in drying high moisture content corn for customers.

Henry Freuchtenicht, local hay, grain and feed man, after winning five out of six cups in 1924, in the horse show at the Kentucky State Fair, in which he exhibited draft animals pulling company wagons, failed to take a single prize this year. For some

years he has been winning from one cup up, and it has been a good many years since he failed to win something. However, his teams are getting a little old, had been working hard, and while in excellent flesh, didn't have the pep and general looks this year that count in winning prizes. J. C. Morehead, a transfer man, and the Arctic Ice Company, along with the American Railway Express, showed some very good teams this year.

J. D. Marshall, who has been traveling for some years for the Louisville Seel Company, has gone with the Kentucky Feed & Grain Company, with his brother, J. L. Marshall. The two companies are controlled by the same general interests, but are separate and distinct organizations.

The largest fall demand for rye that has ever been experienced is reported by the local grain and seed houses. The severe drouth of late summer left grass in poor shape, and farmers planted a great deal of rye for quick fall and winter pasturage. There has also been good planting on oats, of the winter turf variety; barley, and wheat planting has been rather heavy.

The Thomson Milling Company, headed by W. A. Thomson, Louisville, has filed amended articles changing its name to the Thomson Elevator Company. The concern has been handling grain and operating its own elevator for some years.

J. L. Zaring, Shelbyville, Ky., grain man, was recently reelected a director for the Burley Tobacco Growers Association, to represent his district.

M. W. Brumleve, of Callahan & Sons, grain elevator operators, Louisville, recently lost his father, G. J. Brumleve, 74 years of age. Since his wife was killed by an auto three years ago, Mr. Brumleve had been gradually breaking in health.

John S. Green, of H. Verhoff & Co., was honored by the Grain Dealers National Association, at Kansas City, October 14, when re-elected second vice-president.

## PHILADELPHIA

WM. A. LOCKYER - CORRESPONDENT

EXPORTS of wheat, oats and barley through the Port of Philadelphia for the 10 months of this year are running ahead of the same period of last year while flour, corn and rye have fallen behind according to statistics recently compiled by the Commercial Exchange. Shipments of wheat so far this year have aggregated 27,052,738 bushels as against 22,384,962 bushels for the 10 months of last year; oats total 4,494,142 bushels as against 873,083 bushels, while exports of barley reach 883,514 bushels as against 397,728 bushels for last year. Flour has dropped from 351,298 barrels last year to 338,028 barrels this year; corn has declined from 1,711,050 bushels to 1,277,682 bushels, while rye has been set back from 1,358,049 bushels to 1,314,050 bushels this year. Receipts for the 10 months this year have been as follows: Flour, 2,026,670 barrels; wheat, 26,668,105 bushels; corn, 525,798 bushels; oats, 6,106,282 bushels; rye, 1,208,665 bushels; barley, 967,484 bushels.

Public warehouse stocks of flour and grain held in Philadelphia on November 1, last, included 99,176 barrels of flour; 1,104,119 bushels of wheat; 18,028 bushels of corn; 417,470 bushels of oats; 8,382 bushels of rye; and 195,547 bushels of barley.

When the new export elevator of the Reading Company is completed, the Port of Philadelphia will have an elevator capacity of 7,500,000 bushels of grain. The contract has recently been awarded to the M. A. Long Company, of Baltimore, and the work has just been started. The new structure will cost about \$4,000,000 and will have a capacity of 2,500,000 bushels, but will be so constructed as to permit expansion to 5,000,000 bushels if necessary. It will be built of reinforced concrete. The new elevator will consist of a workhouse, equipped with automatic grain car unloading machines, elevators, conveyors, grain cleaning and separating machines, storage annex, grain driers, shipping pier with conveyor gallery containing six 36-inch belt conveyors on which grain will be handled from the elevator to the grain shipping pier. The main storage space will consist of 110 cylindrical bins, each having a capacity of 15,000 bushels. There also will be 86 bins located between the cylindrical bins in which will be stored about 350,000 bushels. The workhouse will have a storage capacity of approximately 500,000 bushels, making a total of 2,500,000 bushels of grain for the entire plant. In each of the bins, exclusive of those in the workhouse, there will be thermometers spaced vertically at 10 feet intervals from where the temperatures of the grain will be recorded in a central instrument room located above the bins. Adjacent to

the workhouse a train shed will be erected in which two automatic grain car unloaders will be installed. The car unloaders are designed to handle eight cars an hour each, unloading grain at the rate of 20,000 bushels an hour. Provision is made for an additional car unloader and the plant will have a capacity for unloading 60,000 bushels of grain an hour, or 480,000 bushels in an eight-hour period. The elevator was designed by The Fegles Construction Company, Ltd., of Minneapolis, Minn., under the supervision of Samuel T. Wagner, chief engineer, and F. Jasperson, assistant chief engineer of the Philadelphia Grain Elevator Company, the Reading's operating agency.

After several conferences, special committees representing the Commercial and Maritime Exchanges have agreed upon certain changes in the grain handling rules for the Port of Philadelphia. They will have to be ratified by the Board of Directors of these respective organizations, however, before they are put into effect. They are designed to place Philadelphia in a more favorable position when bidding for export grain business in the future.

Furness, Withy & Co., steamship operators, have recently removed their local offices from the Bourse Building to the new Public Ledger Building fronting on Independence Square.

The question of differentials and their effect on the commerce of the Port of Philadelphia are again being discussed by local trade bodies. Hubert J. Horan, president of the Commercial Exchange; H. Dewitt Irwin, of Barnes, Irwin & Co., and C. Herbert Bell, of Samuel Bell & Sons, being among those who have participated in recent conferences.

Clarence S. Woolman, formerly with Woolman & Co., of this city but now associated with Hales, Hunter & Co., of Chicago, has been visiting here recently. He is a brother of Walter K. Woolman, who in addition to carrying on the business established by his father, is also vice-president of the Philadelphia Export Company.

W. O. Fehling, James L. King and D. J. Sullivan represented local grain interests at the annual meeting of the Grain Dealers National Association held at Kansas City, Mo., last month. Mr. Fehling was elected president of the United States Feed Distributors Association, which organization met at the same time.

William P. Jones, who recently became associated with the Philadelphia Export Company, has been proposed for membership in the Commercial Exchange, his sponsors being Raymond Barnes and David White. Armour & Co., have also been proposed for membership by F. C. Rogers and Frank C. Reed.

At the Port Richmond Elevator of the Reading Company 1,641 carloads of grain were unloaded during the month of October. At the 29th Street Elevator of the same company 49 cars were handled, while at the Girard Point Elevator of the Pennsylvania Railroad 555 cars were unloaded.

Recent visitors in this market included C. E. Mounts, of Allentown, Pa.; James V. Boyce, of Attica, N. Y.; R. G. Evans, of Bangor, Pa.; Thomas Nickerson, of Sudlersville, Md.; George L. Lane, of Burlington, N. J.; Hosiah Phillips, of Downingtown, Pa.; J. E. Muldoon, of Chicago; William Oppenheimer, of Hamburg, Germany; A. K. Klemmer, of Lansdale, Pa.; H. P. Mitchell of New York; F. Morris, of Buffalo, N. Y.; J. G. Lewis, of Honeybrook, Pa.; Joseph Sachs, of Baltimore, Md.; W. A. Smith, of Boston, Mass.; W. H. Cowles, of Beltsville, Md.; J. C. Troxell, of Easton, Pa.; George I. Godschalk, of Bangor, Pa.; John Q. Lyons, of Chicago; J. B. and C. M. Waples, of Milford, Del.; and C. T. Mitchell, of Brandamore, Pa.

## NEW YORK

C. K. TRAFTON - CORRESPONDENT

FOR several months or since last spring members of the flour and grain trade, but notably millers and exporters, have been keenly interested in the dispute between the Hansen Produce Company of the New York Produce Exchange and the Maple Milling Company of Toronto, whose representatives are also members of the Exchange, re the huge sales of flour made last spring to the Russian Government by the milling concern, primarily through the Hansen firm. The controversy was of world wide importance more especially respecting the principles or the business ethics involved.

The complaint was based on the contention that the Hansen company had made the original sales to the Amtorg Trading Company, Russian agents, and claimed that they had a verbal agreement with the millers that they, the Hansen firm, were to receive commissions on further sales. This latter was dis-



puted by the mills representatives and as there was no documentary evidence the case was perplexing and difficult to settle. The amounts involved were unusually large as over 1,000,000 barrels had been sold for this account and the Commission to the Hansen firm was placed at 10 cents a barrel. The balance claimed by the latter was about \$137,000 but after long consideration the Arbitration Committee decided that the Hansen house was entitled to roughly \$57,000.

H. H. Lobdell of the firm of Lamson Bros. & Co., grain merchants, Chicago, was visiting friends in the local market late in October.

A. Johannessen, importer of Oslo, Norway, was visiting members of the grain and flour trade on 'Change late in October on his way home after a trip to western markets.

Geo. E. Marcy, chairman of the Armour Grain Company, was calling on friends on the N. Y. Produce Exchange, of which he is a member, late last month.

Fred Uhlmann of the Uhlmann Grain Company, Chicago, who recently became a member of the N. Y. Produce Exchange spent a few days on 'Change late in October when the firm's private wire service was installed. This service is conducted by the firm's local manager E. S. McDonough who was transferred to this market from the Kansas City office. He has been in the trade for 22 years, mainly in the Middle West. Because of his hustling style and affable disposition he soon made many friends on 'Change.

Old time merchants of the flour and grain trade on the Produce Exchange regretted to hear of the death of their old friend and associate Benjamin Parr of the firm Weeks & Parr, which was said to be one of the oldest in the country having been in existence fully 60 years. Mr. Parr was said to be in his eighty-fifth year although he had been reticent on the subject. His death was ascribed to old age although he had continued to maintain interest in business matters until a year ago since when he was rarely seen on 'Change. He is survived by one son, Harry, who is a professor in Columbia University. Subsequently it was said that the business would be continued as formerly under the same firm name and under the management of Robt. J. Hunt who has been with the firm 30 years.

Geo. B. Schold, who was recently elected a member of the Produce Exchange, will be assistant to E. S. Galloway the New York manager of Spillers Grain Company.

Adolph Mayer, with the Continental Grain Company, has been elected a member of the Produce Exchange.

The Year Book of the Merchants Association for 1925 has been issued and it affords me much pleasure to acknowledge the receipt of a copy. It is, as usual, an exceedingly interesting and valuable volume, embracing a vast amount of important information in its 361 pages. This organization, which has been growing rapidly in importance and power, has a membership of over 7,000, mainly merchants prominent in commercial affairs, finance, textiles, etc., has accomplished a great deal not only beneficial to merchants but in behalf of the public, notably a traffic relief. Unquestionably the book is of value to business men everywhere.

John Flahive, grain broker, whose sickness I mentioned in my last letter has improved so much that he was fit to be taken home from the hospital but is still confined to his room. However he is gaining steadily and his friends are much encouraged, believing he will soon be back on 'Change.

Charles Robinson of the well known grain exporting house of Robinson & Sweet who was to have spent the summer in Europe with Mrs. Robinson but was compelled to call the trip off and spend the summer in the Shwagunk Mountains instead because of her illness, was welcomed back on 'Change last month as Mrs. Robinson's health was so much improved they were able to return to their home in town.

Members of the Produce Exchange and especially those in the grain trade were surprised to hear that their old friend and associate Col. Geo. A. Carruthers, son of the late James Carruthers, head of the former big exporting house of James Carruthers & Co., had been united in marriage to Catherine Calvert, a former screen star who was the widow of Paul Armstrong, playwright. Col. Carruthers, who was a Canadian sportsman and a stalwart field artillery officer during the war, made a host of friends when he came back to the Produce Exchange of which he was a member, but went back to Montreal after his father passed away.

A message from Dublin said that the chairman of a farmers' conference had asserted that in case of accident to the Free State's foreign wheat supplies

the people would be without bread for 15 days out of 16. The acreage under wheat had diminished from 500,000 to 250,000 since 1851. The farmers claimed that wheat growing did not pay.

Eugene Hotchkiss and M. Mecklenburg of the Norris Grain Company were calling on local grain men early last month.

Waldo E. Rice familiarly called Doc by his many friends in the grain trade, a son of the late lamented Edward C. Rice who was treasurer of the N. Y. Produce Exchange for 27 years, was back on 'Change early in November and warmly congratulated on his township of Neptune, N. J. At present he is a Fire Commissioner.

James A. Patten, the former prominent grain operator, and his son, Jack, were visiting old friends on the Produce Exchange late in October. Mr. Patten soon left for California via the Panama Canal but his son soon went back to Chicago.

Among the noteworthy clearances of wheat lately was a cargo of 192,000 bushels to Rio Janeiro. This would suggest some scarcity in Argentina.

It is worthy of note that the S. S. Ignazio Florio Italian freighter which floundered at sea late in October while enroute from Montreal to Bristol, had a cargo of 224,000 bushels wheat, 9,000 oats and 68,000 barley. It will be remembered that 28 men, officers and crew, were rescued by the S. S. *President Harding*.

Capel Tilt of the Tilt Grain Company was elected to membership in the N. Y. Produce Exchange.

Jas. F. Mullin who was elected a member of the Produce Exchange this month will be a representative in the cash grain market of the Armour Grain Company. He was formerly traffic manager for the Grain Marketing Company.

Jacob Ostrowsky, formerly cash wheat broker on 'Change for the Armour Grain Company, has retired from that position and become a partner in the firm of Guild & Co., brokers in cash grain.

Edward J. Clark has been elected a member of the Produce Exchange. He is treasurer of the Jas. Stewart Grain Corporation and will represent the house on 'Change as assistant to W. V. Peterkin, floor manager.

Jas. Stewart, who is president of the Maple Leaf Milling Company of Toronto, spent several days in this market being here primarily to appear before the Arbitration Committee of the Produce Exchange to give testimony anent the case of the Hansen Produce Company vs. the milling company in relation to the dispute growing out of the big sales of flour last spring to Russia.

Irving M. Horwitz of the Chesapeake Export Company, Inc., is an applicant for membership in the N. Y. Produce Exchange. He will be assistant on 'Change to Ernest Reiner the resident manager.

John H. Zinner of the Grain Union, Inc., grain exporters, is an applicant for membership in the Produce Exchange as an assistant to John Kemp the floor manager.

## MINNEAPOLIS

EDWIN O. WELDE CORRESPONDENT

ALTHOUGH 14,000,000 more bushels of grain were poured into the Twin Cities and the Head of the Lakes in two months this fall than in the same time last year, the peak of the grain movement was passed without embargo or a major complaint on car service, the Northwest Regional Advisory Board has advised. In spite of the heavy movement, constant withdrawals for immediate consumption have kept grain elevator space available. Reports show grain receipts to October 1 in the Twin Cities and at Duluth-Superior:

	1924	1925
Twin Cities .....	58,742,110	68,570,530
Duluth-Superior .....	51,851,316	56,049,131
Totals .....	110,593,426	124,619,661

The Minnesota Railroad & Warehouse Commission has notified the trade that hereafter buckwheat will be inspected according to grades established by the Appeal Board. It will be handled in the same manner as flax seed and the charge for inspection will be \$1.25 per car.

Minnesota's oats yield this year was seven bushels an acre more than the five-year average, for an average of 43 bushels, and the barley crop averaged 30 bushels, to make the largest crop in seven years. Paul H. Kirk, state agricultural statistician informs.

The report shows the corn crop apparently is 20,000,000 bushels better than last year's, and the Spring wheat production is close to last year's "money crop." The state's oats output is estimated at 139,000,000 bushels, which is 43,000,000 bushels over the five year average. Barley is placed at 31,530,000 bushels, the largest crop since 1918. The wheat yield is estimated at 12.8 bushels to the acre.

Two important amendments to rules governing grain trading has been adopted by members of the Chamber of Commerce, which removes a handicap which has made shipping on future trading to the east an expensive procedure. The amendments provide that:

Eastern buyers of grain in Minneapolis on futures delivery contracts, when completing these contracts by taking delivery of the grain, will have available the most favorable railroad rates between Minneapolis and Chicago, eliminating the dead tonnage feature.

Duluth terminal elevators, with a capacity of 20,000,000 bushels, are made "regular" with Minneapolis elevators, so that grain at Duluth is exactly like grain in Minneapolis for the purpose of selling in the east.

At the annual meeting of the Minneapolis Traffic Association, E. J. Grimes, vice-president of the Car-gill Grain Company, was elected vice-president, and O. T. Newhouse of the Woodward-Newhouse Company, grain, was re-elected treasurer. W. C. Helm, vice-president and general manager of the Russell-Miller Milling Company, E. P. Kehoe, secretary of the Banner Grain Company, and M. W. Smith, president of the Fraser-Smith Company, were elected directors.

According to a summary made by the U. S. Department of Agriculture the protein content of Spring wheat grown in 58 Minnesota counties this year is 17 per cent more than that of the 1924 crop.

John G. Dill, secretary and treasurer of the R. E. Jones Company, grain dealers, Wabasha, and a member of the Minneapolis Chamber of Commerce, died recently as a result of a stroke of apoplexy.

The Equity Co-operative Exchange, now owns and operates a 500,000-bushel terminal at St. Paul and 50 country elevators.

Recent visitors to Minneapolis are: F. L. Carey, president of the Chicago Board of Trade; C. C. Fields, president of the Winnipeg Grain Exchange; James C. Evans, president, and F. A. Stanley, freight traffic manager, Great Lakes Transportation Corporation, Buffalo; E. S. Westbrook, president of Bartlett-Frazier Company, Chicago; J. Diamond, vice-president of Continental Grain Company, Canada; Clyde Eggleston, manager of Winnipeg office of Hallet & Carey Company.

Robert C. Woodworth of the Concrete Elevator Company, Minneapolis, has returned from a visit to Winnipeg.

Marfield Grain Company have moved their offices from the fifth floor of Chamber of Commerce building to the eighth floor, to make more room for Washburn-Crosby Company.

## GRAIN NEWS FROM BOSTON

BY L. C. BREED

A. S. McDonald, Horace Cook and M. D. Benzaquin represented the Exchange as delegates to the recent convention of the Grain Dealers National Association at Kansas City.

L. W. De Pass, secretary of the Grain and Flour Exchange, has returned from a week's vacation on Cape Cod.

The New England Traffic League recently held sessions as host of the Eastern Claim Conference and Carriers Claim Agents of the United States and Canada, who met with the League's members for the discussion of freight claim problems. The sessions wound up with a banquet at the Hotel Somerset.

The Boston Wholesale Seed Merchants have had their travelling salesmen in the New England territory out for the past few weeks booking orders from retailers for spring delivery.

"Scratch" is the name of the bulletin put out periodically by Park & Pollard Company, grain and poultry feeds.

Trade in feedstuffs is quiet, though prices are stronger. Offerings are light from the West. There is a moderate shipment of Canadian from Montreal, and but little at present coming from Buffalo. There is some sale for Durum wheat for chicken feed on the basis of the prevailing low price. It is said that in some sections there has been too much scrap meat sold for feeding poultry, because it was cheap, and later thought to be the cause of the loss of stock, hence the increases in the sale of wheat.

Receipts of hay consist largely of medium and poor graded stock. Light offerings of strictly top



grades. The demand is quiet, owing to dairy farmers feeding loose fodder on the farms. With the prevailing moderate open weather, dealers do not look for a better demand until later on. Receipts of hay during the month of October, 285 cars; straw 10 cars.

Stocks of grain in local public elevators November 2 were as follows: Wheat, 52,979 bushels; corn, 593 bushels; oats, 67,026 bushels; rye, 1,329 bushels; barley, 145,830 bushels.

Receipts of grain at Boston during the month of October were as follows: Wheat, 173,950 bushels; corn, 1,975 bushels; oats, 137,525 bushels; rye, 1,100 bushels; barley, 77,025 bushels; malt, 4,725 bushels; mill feed 205 tons; cornmeal, 245 barrels; oatmeal, 17,320 cases.

Among the visitors to the Exchange during the month of October, outside of New England, were the following: J. Jewell, Kansas City, Mo.; Albert Ring, Kempsville, N. S.; Herbert N. Thompson, Wyola, Mont.; J. B. Flory, Lancaster, Pa.; U. F. Ferneau, Blanchester, Ohio; Edward Hymers, Chicago, Ill.; J. M. Rose, Chicago, Ill.; J. Oppenheim, Hamburg, Germany; James Bander, Chicago, Ill.; J. W. Strickland, Battle Creek, Mich.

## NEW INTERNATIONAL GRAIN MARKETING PLAN OFFERED

A grain (and other produce) marketing plan, that will succeed where the Grain Marketing Company failed, a plan unconnected, however, with Lowden politics, a plan international in scope, all this is



A. R. REMKE

outlined in an unusual marketing system proposal, submitted by A. R. Remke, of the Remke Seed & Grain Company, Lawrenceburg, Tenn. Although Mr. Remke has offered it especially to the AMERICAN ELEVATOR AND GRAIN TRADE for publication, a review of it is here printed, of course, as news, and not as a recommendation, for any such plan needs long thought and many careful revisions before it is impervious to criticism.

Whatever criticism may be leveled at the plan by those with coldly legal, and cautiously practical eyes, it can never be said that Mr. Remke did not make a good start at attacking the detail of the plan: There are 20 some pages (most of them 8½x14 inches) of single-space typewritten material in his presentation of the Remke Products Exchange, "The Farmers Universal Marketing Corporation." Says Mr. Remke, in introducing his subject: "The purpose of establishing this national exchange is to effect a direct interchanging of products from the producing sections to the consuming sections without unnecessary conversion\* charges. The Remke Products Exchange according to its proposed articles of incorporation, would undertake a program which would make the late Grain Marketing Company look

\*It is assumed, from the original text immediately following this statement in Mr. Remke's outline, that "conversion" here means transfer or marketing.

like a piker in comparison. It would "act as agent, manufacturer, dealer, warehouseman, and general distributor for the farmers products"; it would "give service to its member firms . . . in the United States . . . and foreign countries." Elevators, flour mills, seed houses, cleaning plants and warehouses would be operated by the concern.

On paper at least, the plan of organization for this giant exchange is amazingly simple. The most efficient of the grain and produce exchanges in each agricultural community would be consolidated into a state exchange, which in turn, by paying 15 per cent of the capital stock held by it to the national organization, would become a part of The Remke Products Exchange. The function of the officers and their aides in the national office, would be to study the reports of supply and demand received daily from its state office, and then to "zone" shipments economically, and generally supervise the distribution, manufacture and sale of the farmers' products drawn from all sections. The author of the plan asserts he has interested several grain and seed marketing associations in his idea.

Mr. Remke has youth, ambition, and a marketing plan. Its outline is given above. Believing that all such openly stated plans, upon reading, automatically win the praise or condemnation they deserve, no comment on the proposal is offered here. This much may be said for Mr. Remke. He is in good company. Congressmen have had similar ideas on the ever-live problem of grain marketing. Grain dealers have been among the tax-payers who have supported them while they drew up their farmer-marketing bills. Many of the bills called for Government subsidy. This Mr. Remke's plan does not include. He scores on that point.

We would be glad to describe more fully any details of Mr. Remke's plan to anyone interested, or Mr. Remke will enter into the discussion personally. His present address is 416 Okeechobee Road, West Palm Beach, Fla.

## THE GRAIN MARKET SITUATION

By G. A. COLLIER

Bureau of Agricultural Economics, U. S. Department of Agriculture

The domestic wheat market held firm during October and prices made slight gains. Unusually severe wintry weather delayed Canadian threshing and somewhat reduced the expected heavy movement of grain into export from that country. Feed grains held steady. The unfavorable weather also delayed corn husking and stocks of old corn became very small. Husking returns indicated larger yields than expected in some sections and a crop of slightly over 3,000,000,000 bushels is now expected, according to the latest official estimate by the United States Department of Agriculture.

There have been no unusual developments in the world's wheat market situation since our last review. At the last of October it was estimated that around 100,000,000 bushels of Canadian wheat was still unthreshed. Rains and snow delayed threshing several weeks but recently the weather has been better and threshing has been resumed and it is reported that most of the grain will probably be threshed this fall. The quality of the grain that was not threshed before the rains it is estimated will be lowered one to two grades.

The outlook for the Argentine crop continues favorable. The supply of rainfall has been abundant and well distributed and the temperatures have been favorable for the development of the crop. The Australian wheat acreage is estimated at about 10,750,000 acres as compared with 10,755,000 acres harvested last year. Drought has been serious in some districts but in other portions a favorable outlook has been fairly well maintained throughout the season.

The movement of wheat to United States markets fell off rather sharply during October but toward the last of the month increased again slightly as farmers were moving some grain to obtain money for the payment of fall taxes. Receipts of Spring wheat have continued fairly large but milling demand has continued active and all offerings have been readily

absorbed at steady premiums over the future price basis.

Prices for cash grain have been high enough to allow the importation of Canadian wheat and at the last of October a little over a half million bushels had been imported duty paid in addition to about 8¼ million bushels imported into bonded mills for grinding into flour for export. At the close of the week ending November 6 No. 1 Dark Northern Spring at Minneapolis was 31 cents higher compared with No. 1 Spring at Winnipeg than at the corresponding time last year. This indicates the different position occupied by the two markets this year and last. Last year the Canadian crop was short, totaling 262,097,000 bushels whereas this year it is again large totaling, according to the latest official estimates, 422,322,000 bushels.

The Durum wheat market has been in a less favorable position than other Spring wheat and prices have ranged about 22 cents lower than a year ago notwithstanding the increased price of other wheats. This lower price has been brought about by the lack of an export trade. At the lower price level, however, there has been a good demand from mills and other interests for the current receipts and all arrivals have been readily taken.

The premiums for Winter wheat weakened slightly toward the last of October because of the poor flour demand experienced by many of the Winter wheat mills. Flour sales of some of the mills were said to equal not more than 10 per cent of their milling capacity. Soft Winter wheats have been relatively cheaper than Hard Winters. Last year Soft Red Winter wheat was selling at the principal central western markets at a premium of 14-15 cents over similar grades of Hard Winter, whereas this year the Soft wheat was selling only about 6-7 cents over the Hard Winter. The principal cause of this change is the small crop of Hard Winter wheat which has placed this class of wheat practically on a domestic basis. Another influence in the market has been the large crop of wheat on the Pacific Coast. Soft Winter wheat from that territory not being in demand for export is being sold in the central western markets in competition with Soft Winter wheat and is supplementing the supply of Soft wheat in that territory.

No. 2 Red Winter wheat at St. Louis was selling at the first of November 18 cents higher than a year ago while No. 2 Hard Winter wheat at the same market was 26 cents higher and at Kansas City 27 cents higher than at the corresponding time in 1924. The supply of good milling Winter wheat is being rapidly reduced but the quality of current receipts has been very good. Stocks of all kinds of wheat in the terminal markets are less than half what they were last year and by the first week in November totaled about 43,000,000 bushels.

The expected early movement of new corn was delayed by wet weather over a large part of the corn belt and the stocks in the markets were reduced to less than 2,000,000 bushels. Stocks on farms were also reduced to an unusually low point and on November 1 were estimated by the Department of Agriculture at 60,952,000 bushels. Last year's stocks at the corresponding date were 102,000,000 bushels. This decrease of nearly 50,000,000 bushels in the stocks of corn on farms and in commercial channels below those of last year will offset to some extent the increase in the production. According to the November 1 estimate the crop will total 3,013,000,000 bushels, an increase of about 3 per cent over the October estimate and making the fifth corn crop that has exceeded 3,000,000,000 bushels. The bulk of the crop was matured without frost damage but the drought in most of the Plain States was severe. The drought in the South proved to be less damaging than was feared early in the season. Iowa has the largest crop in the history of the state, and is estimated at 477,386,000 bushels. The Illinois crop was also large and will total about 395,000,000 bushels. The quality of the crop in general is somewhat above the average but the moisture content is rather high in a number of states and this corn is being discounted sharply upon its arrival at the markets.



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Fourth Year

## SECRETARY GEORGE A. WELLS DIES

On October 29 was held the funeral of George A. Wells, who died at his home in Des Moines, Iowa, at 2 p. m. on October 27. He was well known in the grain trade, having devoted most of his active business career to grain. For nearly 20 years Mr. Wells was secretary of the Western Grain Dealers Association, and was also connected with the Western Grain Dealers Mutual Fire Insurance Company. His loss will be a serious one to these organizations and it will be difficult to find a man as capable and well liked to fill the vacancy created by his death.

Mr. Wells has been identified with the growth of the country grain business west of the Mississippi, and has for a long time been an influential factor in expansion of the business. He has been a familiar figure around the Des Moines market and actively engaged in the functions of the Legislative Committee of the Grain Dealers National Association, the Scale Committee of the weighmasters' organization,



THE LATE GEORGE A. WELLS

and in other public capacities. He also has had a varied experience in private investments and the grain business generally. His passing will be felt in many places, not only among his associates in the trade in which he filled an important position, but also by numerous friends and acquaintances.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for October:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	1,159,717	1,499,138	1,240,516
Corn, bus....	37,785	76,294	24,915
Oats, bus....	98,517	242,166	222,865
Barley, bus..	178,893	1,461,400	172,102
Rye, bus....	3,813	1,590,963	565,165
Malt, bus....	3,887	17,895	3,593
Buckwheat, bus..			47,154

Straw, tons... 27 3,094  
 Millfeed, bus.. 1,996 1,462  
 Flour, bbls... 108,598 322,629 18,421 237,781

**CAIRO**—Reported by M. C. Culp, Chf. Gr. Insptr. & Weighmaster of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	17,211	60,334	15,062
Corn, bus....	909,188	1,278,793	881,510
Oats, bus....			1,074,550

**CHICAGO**—Reported by J. J. Fones, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	1,825,000	8,102,000	2,139,000
Corn, bus....	4,568,000	9,276,000	3,806,000
Oats, bus....	3,348,000	1,804,000	2,727,000
Barley, bus..	1,335,000	2,170,000	1,260,000
Rye, bus....	727,000	1,135,000	90,000
Timothy Seed, lbs.	5,009,000	4,845,000	3,011,000
Clover Seed, lbs.	946,000	888,000	116,000
Other Grass Seed, lbs.	2,997,000	2,855,000	794,000
Flax Seed, bus.	195,000	458,000	7,000
Hay, tons....	15,881	14,905	1,201
Flour, bbls...	1,209,000	1,227,000	842,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	375,200	555,800	331,800
Corn, bus....	304,600	514,300	266,000
Oats, bus....	316,000	406,000	148,000
Barley, bus..	2,800	7,000	186,000
Rye, bus....	9,800	23,800	11,200
Kafir Corn, bus.	1,400	1,400	
Hay, tons....	5,533	9,702	
Feed, tons...	2,400	2,700	

**CLEVELAND**—Reported by F. H. Baer, traffic commissioner of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	19,450	185,563	2,577
Corn, bus....	61,710	81,437	16,922
Oats, bus....	212,592	461,967	49,839
Barley, bus..	4,601	15,055	
Rye, bus....	1,602	2,951	1,104
Hay, tons....	814		

**DETROIT**—Reported by C. B. Drouillard, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	82,000	14,000	6,000
Corn, bus....	30,000	47,000	9,000
Oats, bus....	120,000	156,000	24,000
Barley, bus..	22,000	31,000	
Rye, bus....	15,000	67,000	3,000

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	10,134,294	33,136,153	10,927,039
Corn, bus....	5,005	121,093	1,225
Oats, bus....	2,621,926	2,964,585	3,461,025
Barley, bus..	1,638,740	3,772,390	2,521,393
Rye, bus....	1,564,333	12,409,200	689,016
Flax Seed, bus.	2,713,013	6,177,901	1,994,052
Flour, bbls...	994,255	734,745	1,007,845

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, Statistician of the Board of Grain Commissioners of Canada:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	53,225,956	40,890,605	52,264,288
Corn, bus....	5,714	3,055	5,714
Oats, bus....	4,149,453	4,815,401	3,764,596
Barley, bus..	5,774,069	8,048,541	5,885,658
Rye, bus....	627,887	1,302,226	458,165
Flax Seed, bus.	589,530	954,783	527,287

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	271,000	381,000	89,000
Corn, bus....	957,000	1,459,000	785,000
Oats, bus....	772,000	842,000	660,000
Rye, bus....	6,000	50,000	8,000

**KANSAS CITY**—Reported by W. R. Scott, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	3,348,000	10,671,750	2,115,450
Corn, bus....	666,250	427,500	636,250
Oats, bus....	1,343,000	936,700	397,500
Barley, bus..	60,000	42,000	263,900
Rye, bus....	31,900	42,900	20,900
Bran, tons...	2,660	9,080	30,740
Kafir Corn, bus.	24,200	103,400	87,000
Hay, tons....	29,580	40,704	11,976
Flour, bbls...	78,325	88,725	629,850

**LOS ANGELES**—Reported by the Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, car-loads	228	295	
Corn, carloads	212	147	
Oats, carloads	81	70	
Barley, car-loads	192	203	
Rye, carloads	3	1	
Kafir Corn, carloads	5	0	
Milo Corn, carloads	17	37	
Flour, car-loads	252	239	

**MILWAUKEE**—Reported by H. A. Plumb, Secretary of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	392,000	1,657,600	228,520
Corn, bus....	230,400	742,960	356,604
Oats, bus....	1,165,500	3,300,000	651,256
Barley, bus..	1,049,760	1,840,400	173,159
Rye, bus....	36,835	887,210	46,725
Timothy Seed, lbs.	636,700	1,383,300	10,200
Clover Seed, lbs.	316,762	747,195	129,446
Flax Seed, bus.	67,210	165,775	4,500
Hay, tons....	1,403	874	204
Feed, tons...	4,702	2,613	11,044
Malt, bus....	34,200	11,400	270,800
Flour, bbls...	300,400	325,380	47,800

**MINNEAPOLIS**—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	12,220,500	18,382,550	5,452,720
Corn, bus....	381,946	435,810	224,700
Oats, bus....	3,239,120	11,470,170	3,804,180
Barley, bus..	2,229,260	4,155,310	1,827,840
Rye, bus....	851,330	2,385,700	324,740
Flax Seed, bus.	2,744,780	3,474,790	621,090
Hay, tons....	2,425	3,565	128
Flour, bbls...	80,431	69,148	1,574,802

**MONTREAL, QUEBEC**—Reported by J. Stanley Cook, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	22,037,968	29,198,965	16,554,607
Corn, bus....	131,499	28,730	8,628
Oats, bus....	3,566,136	2,70,822	3,511,083
Barley, bus..	4,380,575	1,220,995	4,325,650
Rye, bus....	344,673		230,901
Flax Seed, bus.	95,592	11,159	
Hay, bales...	112,020	156,697	28,189
Flour, bbls...	341,220	490,712	1,562,568

**NEW ORLEANS**—Reported by S. P. Fears, chief grain inspector and weighmaster of the Board of Trade Ltd.

Receipts		Shipments	
1925	1924	1925	1924
Wheat, cars	83	3,796	86,190
Corn, cars	388	65	695,470
Oats, cars	63	70	84,067
Barley, cars	1	3	106,297
Rye, cars		20	
Grain Sore-hums	3	1	

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	11,178,400	10,554,600	10,395,000
Corn, bus....	239,500	956,600	
Oats, bus....	1,836,000	2,023,000	1,527,000
Barley, bus..	3,074,000	5,809,900	2,163,000
Rye, bus....	137,000	2,524,500	60,000

**OMAHA**—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	1,547,000	5,896,800	1,352,400
Corn, bus....	1,026,200	971,600	756,000
Oats, bus....	1,462,000	1,786,000	1,164,000
Barley, bus..	68,800	155,200	99,200
Rye, bus....	57,400	338,800	42,000

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	204,000	210,950	188,400
Corn, bus....	1,729,500	1,789,850	958,100
Oats, bus....	923,800	1,198,400	815,200
Barley, bus..	169,400	147,000	106,400
Rye, bus....	2,400	53,300	7,200

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	2,757,284	3,792,415	2,688,046
Corn, bus....	20,721	95,891	21,147
Oats, bus....	614,685	208,355	674,243
Barley, bus..	320,408	128,518	164,018
Rye, bus....	2,751	346,315	269,599
Flour, bbls...	279,460	301,578	27,463

**ST. LOUIS**—Reported by Charles Rippin, Secretary of the Merchants Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus..	1,726,200	5,362,646	1,662,600
Corn, bus....	1,493,800	2,397,225	835,400
Oats, bus....	2,674,000	2,946,000	1,961,000
Barley, bus..	289,600	244,500	59,200
Rye, bus....	27,300	35,100	28,600

**SAN FRANCISCO**—Reported by J. J. Sullivan, Chief Inspector of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, tons...	9,156	12,201	
Corn, tons....	2,520	841	
Oats, tons....	1,304	3,445	
Barley, bus..	44,955	33,529	
Bran, tons...	845	513	
Beans, sacks	101,566	50,220	
Foreign Beans, sacks	1,334	10,226	
Hay, tons....	3,733	2,455	

**SUPERIOR**—Reported by E. W. Feidler, chairman of the Grain & Warehouse Commission:

	Receipts		Shipments	
	1925	1924	1925	1924
Wheat, tons..	9,156	12,201	.....	.....
Corn, tons..	2,520	841	.....	.....
Oats, tons....	1,304	3,345	.....	.....
Barley, bus..	44,955	33,529	.....	.....
Bran, tons....	345	513	.....	.....
Beans, sacks.	101,566	50,220	.....	.....
Foreign Beans, sacks	.....	.....	.....	.....
Hay, tons	1,334	10,226	.....	.....
	3,733	9,455	.....	.....



# HAY, STRAW AND FEED

## SOYBEANS IN NORTH CAROLINA

Cowpeas are gradually being replaced by soybeans as a summer legume in North Carolina according to reports from that state. The 1925 season shows an increase of more than 22,000 acres for soybeans over last year, while cowpeas fell off more than 42,250 acres. The yield in both is slightly better this year than last.

## NEW ASSISTANT SECRETARY FOR NATIONAL HAY

When J. Vining Taylor resigned as secretary of the National Hay Association, Fred K. Sale, his assistant, stepped into the vacancy. This left the position of assistant secretary unfilled. The announcement has recently been made that Fred Hitchcock of Winchester, Ind., has taken this office.

## PLANTING SORGHUMS

This year for the first time, figures have been available of the yields of sorghum planted in alternate row plots as compared with same varieties in every row plots. The tests, made in Meade County, Kansas, showed a yield of Dwarf yellow milo of 3,900 pounds of heads per acre in alternate row plots, and 3,400 pounds of heads per acre in every row plots.

Kansas Orange had the highest green forage weight, 10.1 tons per acre. This was every row planting the every row plots of forage sorghums outyielding the alternate rows. The heads will be threshed later and grain yields calculated later on in the winter.

## SOYBEANS FOR FATTENING SWINE

That soybeans may be fed to advantage as a part but not as a whole ration for pigs, is shown by an experiment completed at the Pennsylvania State Agricultural College. Four lots of 10 pigs each were grazed on soybeans for a period of eight weeks. Two of the lots received a ration of shelled corn,  $2\frac{1}{2}$  per cent of the weight of the lot, in addition to the beans. A complete mineral mixture was fed to one lot receiving corn and to one of the lots grazed on beans alone. Following the grazing period, all lots were self-fed corn, tankage, and mineral matter. Three pigs from each lot were slaughtered at the end of a four-week hardening period, and the same number at eight and twelve weeks, respectively.

From the slaughtered test it was evident that soft carcasses were produced from the grazing on soybeans. The feeding of corn and tankage following the grazing period served to counteract the softness thus produced.

## SOYBEAN HAY TEST

Two feeding trials in which soybean hay was involved as the main test, have been formerly recorded in bulletins from the Pennsylvania Agricultural College. A third trial along the same line shows this type of roughage up to better advantage than heretofore. The soybean hay grown on the College farm during the summer of 1924, was of excellent quality. It was cut at the most desirable stage of maturity, allowed to lay a few days without rain, and was then raked and piled. Muslin caps were placed on the piles which lay in the fields about three weeks before being stored in the dairy barn.

Western Alfalfa of excellent quality was secured from the Chicago market. Ten Holstein cows were used in the feeding trial which was conducted for a period of 70 days. This feeding trial was far more satisfactory than those previously conducted. The cows ate the soybean hay with practically no waste. Some of the cows consumed as

much as 13 pounds daily along with silage and grain. The average milk yield was 35.5 pounds per cow per day throughout the test; 51.2 per cent of the total milk produced during the test was yielded by the cows when fed soybean hay. The grain allowance, which was kept uniform in all periods, was one pound to each 3.63 pounds milk produced daily. Although soybean hay, because of its excellent quality, tended to be slightly superior to Alfalfa it is again concluded that for all practical purposes these two kinds of hay are of equal value for milk production.

## MILL FEED STANDARDS FIXED

The net result of three days' hectic discussion at the annual meeting of the Association of Feed Control Officials, held at Washington, D. C., is that the maximum fiber standard for gray shorts is now officially put at 6 per cent; for brown and red shorts, it is 7.5 per cent. Therefore, the official standards for Spring and Winter wheat feeds are now as follows:

Spring Wheat	
	Maximum Fiber Standard
Standard Middlings .....	9.5 per cent
Wheat Mixed Feed .....	9.5 per cent
Flour Middlings .....	6.0 per cent
Red Dog .....	4.0 per cent
Low Grade .....	1.5 per cent
Winter Wheat	
	Maximum Fiber Standard
Red or Brown Shorts .....	7.5 per cent
Wheat Mixed Feed .....	8.5 per cent
Gray Shorts .....	6.0 per cent
White Shorts, or White Middlings .....	3.5 per cent
Low Grade .....	1.5 per cent

While no statement was made by the officials representing the States of Texas and Kansas, which have heretofore maintained a maximum fiber standard of 5.5 per cent for gray shorts, it is believed that the officials of these states will accept the official standard of 6 per cent established by the association and that substantial uniformity will be maintained in the enforcement of these standards throughout the United States.

## WANTED: FEED

A word (about South Carolina's feed shortage) to the wise feed manufacturer or dealer, prepared to serve that state, should be sufficient: "Present indications point to a feed shortage this fall," says a Chesterfield, S. C., dispatch, "because of the severe drouth." In order to help solve the feed problem, Clemson College has just issued a bulletin, "Small Grains for South Carolina." The circular gives practical information on oats, planting-time and method, varieties, smut treatment, fertilizer for oats, relative importance of different fertilizer elements. Additional information is also given on wheat, rye, and barley. Several illustrations appear in the circular showing variety tests, etc. An increased production of small grains is expected, but there will undoubtedly be a stronger market than usual for feeds.

## A FEED COMPANY'S MAGAZINE

Some large feed manufacturing companies do not believe in the practicality of house organs. Others have a sort of half-belief in the value of such employee publications. Still others, with full faith in the possibility of building good will by a mill magazine, wholeheartedly go at the real work connected with issuing a real house organ. The result, as in the case of the A. E. Staley Manufacturing Company (Staley's Corn Gluten Feed), is a magazine, regularly issued, good to look at, good to read, and one which summons respect for the publisher and editor. "The Romance of Corn" is a

feature article in the October number of *The Staley Journal*, which also contains a health article, jokes, household suggestions for the employee's family, news of the organization, and reference to the company's manufacturing activities. The three color cover introduces the reader to 44 pages of well illustrated material. Heavy gloss paper is used. Some advertising is carried.

## A CHICKEN FEED SERVICE STATION

By WILLIS H. PARKER

O. W. Stetson operates a chicken service station in South Denver, Colo. Of course it can't be operated along the lines of a gasoline filling station wherein the automobiles are driven up and their "stomachs" filled, for chickens aren't built that way, but Stetson gives a lot of service at his feed store and that is why he calls his business "Feed Service" instead of feed store. He is doing a wonderful business in hay and grain—principally grain because he caters to the whims of the old hen who has her ideas of what's good eating and when is the proper time to break her fast.

A hungry hen doesn't lay eggs. People who keep chickens are willing to feed their chickens if they have feed in the bins, but the small chicken breeder sometimes forgets to order feed soon enough and when he sends in his order for another batch, you can safely bet that he'll have to have it before night. A large percentage of the small home owners who raise a few chickens forget to order chicken feed until they dump the last of it into the pen and then they hurry to the telephone and ask that another sack of grain or a sack of mash be sent up P.D.Q.

Stetson has capitalized this peculiarity of the human race and taking care of the hurry up orders is one of the reasons for his success in the feed business. The region in which his store is located is a residence district almost entirely. Most of the residents are middle class people, small home owners, and many of them have a few chickens in their back yards. If it is humanly possible, no hen in the region need go without her supper if her owner ordered food from Stetson. Daily delivery service is his motto.

Just to show you to what extent Stetson endeavors to get the grain delivered in time for the hen's supper, Stetson uses one Ford truck for deliveries in the summer time and two in the winter. The reason is that the old hen wants her supper earlier in the winter time than she does in the summer. Four o'clock is about the dead line on her winter supper while 7 o'clock may do in the middle of the summer, therefore it is necessary to put on the extra truck to get the deliveries made by 4 o'clock or a little earlier if possible in the winter. Since the delivery service begins after noon all year round, there are just about half as many hours to make the deliveries in the winter as they are in summer.

Quick delivery service, then, is one of the attributes to Stetson's success in the four years he has been in business in this neighborhood. There are other attributes among which is the quality of the food. Every bit of grain that goes into Stetson's mixed feeds is sorted twice. He buys as clean grain as he can and re-cleans it after he gets it to his shop. For instance on cracked corn, he buys what he presumes is cracked corn made from corn that has been thoroughly cleaned before it went into the mill. Then he runs this cracked corn through his own machinery to clean it again and remove all indigestible stuff such as the broken bits of hull, pieces of the cob, etc. When it comes from the machine, every bit of it contains food value. This waste is not thrown away but is sold for hog feed at a dollar a hundred pounds. All



of his grains are free from smut—grain that never was affected by smut, not that which has been cleansed afterward.

As to specially prepared feeds, he is especially particular about its preparation. For instance, his mashers that contain meat, are not mixed by shovel, but the meat scraps and other materials are run through a grinder and ground thoroughly together. The reason is that when the materials are mixed by shovel, the wise old hen picks out the meat scraps as fast as she can and leaves the other ingredients for the less fortunate hens. This means that some of the flock will get more than their share of meat and others will not get enough. By grinding them together, all ingredients get the meat flavor and the wise old hen can't tell meat from grain—she eats it all.

Stetson keeps some chickens of his own on which he experiments with various feeds and is therefore equipped to give amateurs expert advice on feeding. He won't sell any feed that he would not give to his own chickens. His own hens are the test tubes by which he tests out the various mixtures before they are offered for sale.

It is interesting to note his efforts to establish his own brand of chicken feed. He has been calling it "Hoganized" Feeds, named after a system of culling chickens. His grains are culled, as it were, but the public doesn't seem to get the idea and insist on calling it "High-Powered" feed. He anticipates the necessity of changing the name to High Powered since the buying public seem to understand that term better than Hoganized. It's all a question of "What's in a name?" A rose would be as sweet under some other name, as William Shakespeare remarks, and Stetson's chicken feed would be as good under the name High-Powered as Hoganized.

Stetson handles hay and horse feed, but horses are scarce in the neighborhood so the bulk of his business is with people who raise a few chickens in their back yards. The average feed order is 200 pounds, he says—a hundred pounds of mixed grains and a hundred pounds of mash. Both of these feeds vary as to ingredients according to the season of the year. In summer the grain food contains more wheat than corn and in the winter more corn. He handles in the spring six standard feeds—three mixed grain foods and three mashes—besides special foods for baby chicks. Also, insecticides and chicken medicines. It's a complete chicken feed-service station, with the accent on the service.

## TEST VALUE OF SOYBEAN MEAL

In an experiment conducted by the Ohio Experiment Station, soybean oil meal processed by the expeller system was compared with tankage in a ration for hogs. When the pigs were hand fed in both lots and the tankage figured at \$60 per ton the nutty-flavored soybean oil meal had a replacement value of \$57.15 per ton. According to W. L. Robinson, in charge of swine investigations, Ohio Agricultural Experiment Station: "The less favorable showing of the self-fed pigs receiving the nutty flavored soybean oil meal than those receiving tankage was a result of their failure to take sufficient minerals to meet their needs and consequent lameness."

In the process of expelling the oil as used by an Illinois feed manufacturer, the feeding value of the meal which is obtained is said to be very much superior to the beans from which the meal is made. The high oil content of the whole beans causes serious digestive troubles to all animals if they are fed the beans in considerable quantities over a period of time. Moreover, the high oil content often interferes with the proper assimilation of the carbohydrates and proteins of the beans. The removal of the oil automatically raises the protein of the meal by a percentage increase which is in direct ratio to the oil removed. The feeder is more interested in the protein content than in the fat content of the soybean oil meal.

Experimental work performed by different state Agricultural Experiment stations has shown that in order to realize the full value from soybean oil

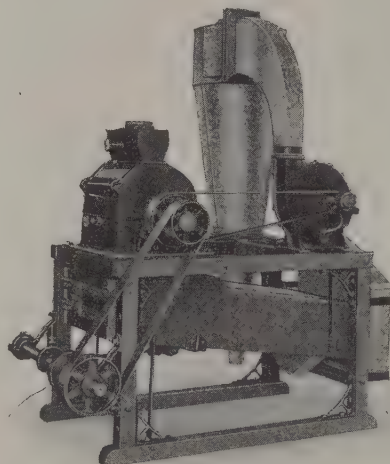
meal the calcium and phosphorus content must be increased. Oil bearing seeds, and the concentrates made from them, are nearly always deficient in the element calcium. It is unnecessary to point out in this article how a continued deficiency in the calcium and phosphorus will affect an animal.

## NEW STOCK FEED BOOK

Makers and sellers of feed, as well as feeders themselves are expressing interest over a new book which carries in its 60 some well illustrated pages, sound argument for balanced ration feeding. Several feed companies are regularly issuing books on different phases of this same general subject, and the publications though in a measure advertising literature, are of such an informative character, that they are being widely read and used as feeding guides. Some of them are used as text books, or supplementary reading in state agricultural colleges. "Hints On Feeding," published by the A. E. Staley Manufacturing Company, Decatur, Ill., is a book dealing with the value of corn gluten feeds and other of the company's feeds in the balanced rations for dairy and range cattle, calves, horses, swine, and sheep. The first print order of the book was 50,000. It may be had upon request to the Staley headquarters.

## THREE MACHINES IN ONE

High quality of product, small percentage of fine material, low power consumption, and small upkeep expense are a few of the advantages of the corn cracking machine recently introduced by The



THE WOLF "KLEEN KUT" CORN CRACKER

Wolf Company, Chambersburg, Pa. The cracked corn is unsurpassed in quality, and the expense of producing it is extremely low. The "Kleen Kut" Cracker is really three machines in one: The cracking or cutting unit, the separator, and the aspirator. Each has distinct improvements over preceding machines for the same purpose, and the complete outfit is a smooth running, strongly built machine, with low operating cost and long life.

Examining the cracking unit of the machine, it is seen that an adjustable slide feeds the corn to a revolving cylinder, which consists of several series of blades mounted on firmly supported heavy steel rods that are parallel to the shaft. The blades are fitted loosely to these rods, in order that each blade may rotate freely, and not be damaged by any foreign objects, such as bolts and nuts, which may enter the machine with the corn. The blades are very rugged, and, hardened by a special heat treatment, retain their cutting edges under the most severe service, and prevent the frequent stops for sharpening, common with machines using knives. Reversing the blades gives each one a total of eight different cutting edges. Closely surrounding the cylinder is a specially hardened metal screen, perforated to suit the product desired. The housing is substantially made of cast iron, reinforced with steel where necessary. Ball bearings are used.

The separator, designed especially for use with the corn cracking unit, is a compact, strongly built unit. A tight fitting lid covers the entire screen

surface, preventing any dust from escaping. Screens are easily removed for inspection. An automatic knocker keeps the screens from clogging, providing clean screen surface at all times. It is equipped with collar oiling bearings on eccentric shaft, and ball bearing eccentric.

The aspirator: A distinct feature of the aspirator is that the entire screen surface is under suction due to the tight lid mentioned above. The ball bearing cast iron exhaust fan removes the shucks, and deposits them in the dust collector. Trunking and collector are substantially made of galvanized iron. The "Kleen Kut" Corn Cracker is made in five sizes, with capacities from 1,000 to 6,000 pounds per hour, and using from 5 to 20 horsepower.

## ATTACK HAY GRINDING

"The idea of increasing the utilization of roughage by fine grinding is being extensively exploited by manufacturers of grinding machinery. . . . To grind roughage for a ruminant is like owning a dog and doing your own barking." This statement by a member of an eastern university's feed experiment staff is interesting because of the clever metaphor and bold accusation, but lacks force because of any supporting evidence being given. A study of the fine grinding of Alfalfa hay, the student reports, shows the digestibility of the hay is actually decreased by fine grinding, and that the net energy value is not increased. No figures or actual test records are set down for the above remarks or for his theory offered in conclusion: "The probable reason for this decrease in digestibility is that fine grinding interferes with the normal course of the feed in the alimentary tract, and with rumination. Such saving as there is in energy does not seem to result in a net saving."

## GERMAN FEED BOOM SEEN

Although the new German tariff practically bars from that country prepared feeds, exports of feed-stuffs such as oil cake from this country to Germany will soon be on the increase. This is the opinion of shippers in Hamburg, who point out that under the new tariff schedule, a very heavy duty is placed on animal products, and it will therefore probably become necessary to revert to something like the pre-war production of these products in Germany.

During the first six months of this year only about 25 per cent as much feedstuff as was imported in the similar period of 1913 was received in Germany. Firms in Hamburg which deal in feed are so impressed with the possibilities of the situation that they are trying to increase their foreign connections, and are preparing for a large increase in this class of trade. The tariff allows the free importation of oil cake, and this should undoubtedly cause this article to receive the largest increase in demand.

Another factor which tends toward the belief that German imports of feedstuff will be greater in the future is the unfavorable outlook for the fodder crops this year in Germany.

## MILK FEEDS EXAMINED

The effect of various kinds of animal-protein as poultry feed ingredients, is being tested at the Pennsylvania State College, where the third year of the experiment was completed on October 31. Meat scrap, condensed buttermilk, dried buttermilk, and one vegetable protein, cocoanut oil meal, are involved in the records of results now offered. Six pens, each containing 40 white Leghorn pullets are all receiving a standard ration, the only difference being in the kind and amount of protein food supplied.

The nature of this work is not to establish the superiority of one product over another, but to establish the optimum levels at which these various products can be fed economically to poultry. These products are not only used individually but also in combination with each other. After a study of three years, the following preliminary deductions have been made: "Milk products have a place in the poultry ration. All hens that receive a milk product in their ration produce more eggs at a



higher feed cost; however, the net returns are greater. Vegetable protein foods, when combined with a mineral mixture, will replace a large percentage of the animal protein foods. It appears that bone meal, as a mineral base, is superior to acid phosphate or raw rock phosphate."

### LEADING DAIRY FEED STATES

Primarily, of course, the market for dairy feeds is limited by the distribution of dairy cattle. Feed advertising can expand a market, but as a rule cannot create one. Following is a list of the number of cows to be found in each of the 18 leading dairy states:

States	Milk Cows
Wisconsin	2,217,000
New York	1,628,000
Pennsylvania	1,071,000
Ohio	1,090,000
Minnesota	1,674,000
Illinois	1,159,000
Michigan	987,000
Iowa	1,206,000
Indiana	757,000
Missouri	793,000
Kansas	723,000
Nebraska	587,000
South Dakota	455,000
North Dakota	533,000
Arkansas	506,000
Louisiana	220,000
Oklahoma	549,000
Texas	1,063,000
Total	17,218,000

This total of over 17,000,000 dairy cows represents about 70 per cent of all the dairy cattle in the United States.

### FEEDSTUFFS SHIPPING INCREASES

Remote from the activity in eastern, western and Gulf ports, inland feed manufacturers and dealers sometimes lose sight of the volume of feedstuffs which are being exported each month from United States harbors.

The total value of the exports of feedstuffs during September was \$1,962,000, or \$344,000 more than for September last year. This amount was \$10,000 less than for August. For the nine months January to September, 1925, \$23,343,000 worth of feedstuffs were exported, this being a gain of \$8,937,000 over the same period of 1924.

The chief gains were in the case of linseed cake, 24,840 long tons being exported during September, 1925, as against 19,250 for September, 1924; cottonseed meal, 4,490 long tons as against 3,087; and prepared feed, 1,216 tons, or 700 tons more than during September last year. The amount shipped during September was greater than during August in the case of linseed cake, cottonseed meal, screenings, and bran. The shipments during September were less than during August in the case of cottonseed cake and prepared feeds.

### MAKES PITCH, CARBON FROM STRAW

Novel developments obtained from wheat and oat straw have been made known by President McClave, of the Montana Flour Mills Company. He tells of a plant in southern Minnesota, where through a special process of distillation, wheat and oat straw are being converted into such useful products as carbon, pitch, disinfecting oil, and gas.

The straw is run through an ordinary straw cutter and cut into lengths of from one to two inches. It is then passed into a retort, which is built in the form of a series of specially drawn steel tubes about 10 inches in diameter into which it is forced under pressure sufficient to remove the air and moisture, and is there subjected to heat of about 1,200 degrees. The gases are drawn off and distilled, and the residue of carbon passes to a pebble grinder and is reduced to powdered form. Approximately 640 pounds carbon, 400 pounds pitch, 20 gallons disinfecting oil and 12,500 cubic feet of gas are derived from a ton of straw.

In charge of operations is a man who has been engaged for 20 years in experimenting with waste products with a view of converting them to commercial use. Two chemists doing research work have been developing new uses for these products. At present the carbon is being utilized for pigments in the manufacture of paints. The pitch is manufactured into roofing materials, and some 62 different oils have been made from it. It is of

much the same character as coal tar, and many products similar to those made from coal tar can be derived from it. The oil is made up into commercial disinfectants, which are sold widely throughout the country. The gas, which contains 450 B.T.U.'s per cubic foot, which is relatively low as compared to mineral gas, has the advantage of burning without carbon deposit, and is being utilized to fire the retorts and to drive the Diesel engine which supplies the electric current required to operate the plant. The enterprise is as yet in an experimental stage, though the plant now in operation appears to be successful from a commercial standpoint.

The value of the products derived from the straw is said to exceed \$100 per ton, the straw being more valuable per acre than the grain threshed from it. Oat straw has been found to be of higher value than wheat straw, and straw has been found to contain more valuable elements than either the grain or the grain feed when subjected to the same process.

### FEED COST PER CHICK

The cost per (Pennsylvania) chick at eight weeks of age including all feed, milk, labor and coal for brooder stove is 19.6 cents. "Depreciation and interest on the investment" are not included in the above costs. This is the finding of Brightman and Margolf, Pennsylvania state feed experts who are in the second year of their test which has as its object the computation of the cost attached to raising a pullet from hatching age to maturity (laying age).

One experiment house, having an average of 220 birds for the first 10-week period, showed the following consumption per chick: mash, 2.61 pounds; scratch grain, 2.27 pounds; milk, 8.95 pounds. The total cost per chick for feed, labor and coal was 33.6 cents. Feed represents the greatest part of the cost. A composite group of chicks averaging 1797 chicks for the first six weeks showed the following consumption per chick: 1.14 pounds mash; .37 pounds scratch grain; 3.64 pounds of milk. The cost including all feed and milk consumed, labor and coal for this period was 12 cents per chick.

It is to be noted that feed cost per chick even with other costs added, is insignificant compared to the average market price.

### SOVIET FEED SALES TO DANES

Russia sold goods valued at 72.7 million crowns (one crown is about 16.5 cents) to Denmark in 1924, and of this, the value of the exported grain and foodstuffs was 62,000,000 crowns. In this year, the importation from Siberia had a value of 30.3 million crowns, 27,000,000 of which were in oil cakes. The total Soviet importations into Denmark were, therefore, 100,000,000 crowns, as contrasted with Danish exportation into Russia of between two and three million crowns.

Danish industrialists appreciate the fact that if the trade balance is to be improved in favor of Denmark, Danish farmers must cut their purchases of feedstuffs and oil cakes in Russia. The Danish Agriculturists Co-operative Societies, however, will not promise any support of this program, claiming that feedstuffs can be purchased more cheaply in Russia than in other countries. The extent of the Danish purchases of Russian oil cakes may be gauged by the fact that of the total Russian export of feedcakes in 1924, amounting to about 308,000 tons, Denmark took 140,000 tons, or almost 50 per cent.

### SIXTY CARS ON EASTERN FEED EXPRESS TRAIN

It took a piece of burlap 40 inches wide and about 30 miles long to furnish feed sacks for the 60 carloads of poultry, dairy, horse and stock feeds recently dispatched to distributors of John W. Eshelman & Sons, Lancaster, Pa. The huge shipment consisted of 30,000 bags of grain, weighing 1,500 tons. Gross tonnage, including grain and cars, was about 3,000 tons. On arrival at Portland, Maine, the train was broken up and the carloads went forward to over 50 different points. Although the

longest train of its kind ever received in New England, it was handled and distributed by the Maine Central without the slightest difficulty or delay.

The Eastern Grain Company which applied the contents of this special on a sale of over 200 carloads of dairy and poultry feeds, is widely known in the East.

Since its incorporation, there have been incorporated with it a number of long-established grain and feed firms. In addition to its Bangor plant, it maintains mills and elevators at Portland, Pittsfield, Old Town and Corinna, Maine.

The "All-Maine" train of the Eshelman company is an annual event, and they capitalize the publicity possibilities of the event appropriately.

### HAY HIGHER IN NEW YORK

BY C. K. TRAFTON

There was a continuation or extension of the chief outstanding conditions noted in my last review of the hay market. There was a continuance of the limited supplies of good to choice Timothy or Light Clover Mixed. Unfortunately, as previously stated, business has been restricted frequently by the inadequate supply of superior descriptions. Because of this, small lots of No. 1 Timothy in large bales sold as high as \$1.60 but some dealers considered this somewhat fictitious as sales were made at other terminals at \$1.50@1.55. As a result of this scarcity buyers were compelled to give more attention to No. 2 and also Light Clover Mixed and these sold almost as high as No. 1. The best lots of No. 3 also sold more promptly. Lower grades were not so much depressed as they were not as abundant as formerly largely because shipments from Canada were lighter as bailing and marketing was hindered by too much rain.

Arrivals from "up state" have been smaller as country shippers have been compelled to hold back because bailing and deliveries by farmers were restricted owing to the fact that farmers were extra busy gathering in apples and other fruit and potatoes. Later there was a small recession as offerings became slightly bigger as offerings for forwards shipment from the interior became somewhat larger with claims that farmers had found more time to devote to bailing, etc. Hence it was averred that superior lots of Timothy could be secured at \$1.50 or possibly a fraction less.

### CHECK FEEDS BY INCUBATOR

Further light is thrown on the relative values of animal and vegetable proteins by certain reliable eastern feed experts, who have lately finished a very comprehensive poultry feed experiment. The incubated eggs of hens fed different rations were carefully checked. Before recommending the inclusion of vegetable proteins in hen rations, they found out (1) That egg production is stimulated by vegetable proteins (such as the oil meals); (2) that vegetable protein does not have a detrimental effect upon fertility and hatchability. When the actual figures offered by P. T. Kistler and P. H. Margolf, of the Pennsylvania State Agricultural College are examined however, a slight edge in fertility per cent is discovered to be held by eggs laid by hens fed on animal protein feed (i. e., one containing meat scrap or a dried milk ingredient).

A summary of all eggs incubated from both hens and pullets showed the following results: 7778 eggs were set from all vegetable protein hens and a fertility of 79.4 per cent and a hatch of 50.4 per cent resulted. Eight thousand nine hundred and eighty-six eggs were set from all animal protein pens and showed a fertility of 82.4 per cent and a hatch of 50.7 per cent. The average fertility of all hens was 81 per cent and the average hatch was 50.5 per cent.

### HORSES THRIVE ON ALFALFA

Foremost among the press agents for Alfalfa, are certain members of the Michigan Agricultural College staff. They are honest press agents though. The figure records which accompany their statements lend sincerity and force to the arguments for their pet legume hay. The results of



recent experiments now published, ought to go a long way towards dispelling any prejudice and suspicion concerning the value of Alfalfa as feed for work horses.

The Michigan experiments consisted of feeding nine teams of horses ranging from 2½ to 14 years of age. One horse of each team was fed corn and Alfalfa while its mate was given corn, oats and Timothy. The results showed that Alfalfa-fed horses worked 236 out of a possible 300 days and the oats, corn and Timothy fed horses averaged 232 out of 300 days. The Alfalfa-fed horses averaged a gain of 21 pounds each for the year while their mates lost an average of 17 pounds each.

The Alfalfa-fed horses consumed an average of 12.2 pounds of corn and 17.91 of Alfalfa while the Timothy horses consumed more grain and hay, eating 8.02 pounds of corn and 6.23 pounds of oats with 19.59 pounds of Timothy on the average per day. It cost 31 cents a day for feed or 6 cents an hour for two horses for an hour of work with the Alfalfa horses and 37 cents or 7 cents an hour of work for the Timothy-fed horses.

The test showed that horses fed on Alfalfa and corn for a year easily maintained their weight and health and efficiently did just as much work of various kinds and at less cost than their team mates eating corn and oats.

## HAY MARKET FIRM

The hay market is slightly stronger. This is due to extreme light receipts of top grades of hay. The demand is increasing and we look for a firm market the balance of this month.

Prices are as follows: No. 1 Timothy, \$24.50@25.50; No. 2 Timothy, \$22.50@23.50; No. 3 Timothy, \$19@20; No. 1 Heavy Mixed, \$21@22; No. 1 Light Mixed, \$22.50@23.50; No. 1 Clover Mixed, \$22@22.50; No. 1 Clover, \$22@24; No. 2 Clover, \$17@19; Wheat straw, \$12@13; Oats straw, \$11@12; Rye straw, \$13@14. *The Mutual Commission Company, Cincinnati, Ohio. Market letter of November 11.*

## SOUTH AFRICAN HAY STANDS TEST IN AMERICA

Brought to the United States from South Africa in 1909, Sudan grass has stood well the test of American climate. As a hay crop for Kansas and neighboring states, Sudan grass is now attracting considerable attention. It has proved thoroughly adaptable to drought and is rapidly becoming a staple and dependable crop.

The Kansas Agricultural College reports that Sudan grass makes a very palatable hay, richer in protein than Prairie hay but not as rich as Alfalfa. Feeding results have been uniformly good. As a native of hot dry climate it is particularly adapted to western Kansas. The station warns that its chief utility is for hay and that, like other members of the sorghum family, it has, under certain conditions, dangerous acids which are poison to livestock but that they appear in much less quantity and show only traces. So far no trouble from this acid has arisen but the station says that when the crop has been checked in its growth or after a period of prolonged drought the acid is likely to develop.

It cannot compete with Alfalfa in sections where Alfalfa will grow, but in dry regions, where Alfalfa will not flourish, the Kansas station says it will furnish a fine substitute for hay purposes.

## FEED MARKET IRREGULAR IN NEW YORK

BY C. K. TRAFTON

There were irregular changes in the feed market during the past month some descriptions being higher while others were weaker. No doubt the most important development was the seasonal upturn in wheat feeds. It was patent that the buoyancy was mainly the natural outcome of the stormy and cold weather nearly all over the west for the season. The mercury was at zero or below over a wide area, and in the Northwest there was a heavy fall of snow in many places and naturally it was necessary to feed livestock freely. As a consequence the demand was brisk and particularly for

bran which was often much stronger than middlings. Moreover the receipts of wheat were moderate, if not light, while the inquiry for flour was inactive as a rule and therefore millers were unable or unwilling to sell feed excepting at higher figures.

Trade in corn feeds was quiet as buyers were holding back as the anticipated lower cost as soon as new corn became more plentiful. On the other hand receipts of corn failed to increase materially partly because husking was delayed by the protracted rains and hence the visible supply was reduced to limited proportions being far lighter than a year ago.

Trade was more active as prices were lowered slightly, mainly as a result of bigger offerings prompted by the larger crop. Cottonseed meal was moderately but weaker mainly owing to the bigger cotton crop.

Larger offerings of new beet pulp, both domestic and foreign, to arrive at slightly lower figures led to a moderate business but subsequently the offerings diminished and trade was checked. Linseed meal was slightly stronger chiefly owing to a good export demand for cake. In the East, manufacturers were having a good outturn partly because of abundant supplies of seed from Argentina.

## HAY RECEIPTS LIGHT

The Toberman Grain Company of St. Louis, Mo., on November 9, said:

The receipts of hay are still running light on both sides of the river. The demand keeps up well for the best grades and a strong market exists for those qualities. We advise quick shipments.

In Clover there is under light receipts No. 1 to choice qualities wanted. Medium grades steady.

There is a fair demand for the best qualities of Alfalfa, as well as the medium grades.

The Prairie hay market steady at present prices. No. 2 in rather slow demand.

## NEW FEED BRANDS

"IT PAYS" prepared stock feed. Moorman Manufacturing Company, Quincy, Ill. Filed July 23, 1924. Serial No. 200,403. Published October 20, 1925.

"LIBERTY FEED" prepared stock feed (molasses) not medicated. A. Kaplan, doing business as The Liberty Feed Mills, Kaplan, La. Filed July 16, 1925. Serial No. 217,45. Published October 27, 1925.

"TONO-SHEL" mineral poultry feed and scratch. Southern Gypsum Company, Inc., North Holston,

**MICHIGAN NO. 3**  
**STATE RATION** 24%  
**PROTEIN**



**TONO-SHEL**  
*It Pays*

**PASTURE RATION**



Va. Filed September 14, 1925. Serial No. 220,257. Published November 3, 1925.

"THE BEST SCRAP YOU EVER SAW" poultry food. The American Agricultural Chemical Company, New York, N. Y. Filed June 6, 1925. Serial No. 215,394. Published November 3, 1925.

## Not Subject to Opposition

"PASTURE RATION" mixed feed for cattle. Eastern States Farmers Exchange, Springfield, Mass. Filed April 16, 1925. Serial No. 212,788. Published and registered November 3, 1925.

"MICHIGAN STATE RATION NO. 3" stock foods. August K. Zinn, doing business as A. K. Zinn & Co., Battle Creek, Mich. Filed August 1, 1925. Serial No. 218,279. Published and registered November 3, 1925.

## Trademarks Registered

204,508. Wheat flour, pancake and buckwheat flour, self-rising flour, wheat feeds and mill feeds,

i. e., bran, shorts, middlings and chicken feeds, including scratch feeds and the so-called mashers and also sweet feeds for livestock. Ballard & Ballard Company, Louisville, Ky. Filed March 2, 1923. Serial No. 176,815. Published August 4, 1925. Registered October 20, 1925.

204,608. Poultry food. The American Agricultural Chemical Company, New York, N. Y. Filed June 6, 1925. Serial No. 215,292. Published August 4, 1925. Registered October 20, 1925.

## THE GRAIN WORLD

Chile expects heavy wheat, barley and hay crops, according to a cablegram to the Department of Commerce from the Government attache at Santiago. Larger areas have been sown to all these products than was the case last year, and the crops are said to be in good condition.

Estimates by the Canadian Government of areas sown to the principal field crops, in acres, are as follows: Fall wheat, 7,193,819; Spring wheat, 21,163,711; oats, 14,672,320; barley, 4,075,995; rye, 852,357; flaxseed, 1,128,000.

On October 23, a ministerial order was issued to permit the transit through Canada in sealed bonded cars of all fodders, millfeeds, or merchandise packed in fodders from New Mexico, Colorado, Kansas, Oklahoma, Arkansas and Louisiana, but does not apply to Texas.

Only 110,00 bushels of duty paid wheat have been imported during the period from January 1 to October 17 this year, as compared with 7,370,000 bushels for the same period last year.

For the period from January 1 to October 22, as compared with the same period last year, the exports of grain from Argentina were: Wheat, 98,500,000 and 152,618,000 bushels; corn, 96,378,000 and 152,086,000 bushels; oats, 26,557,000 and 44,720,000 bushels. According to Edward F. Feely, commercial attache for the United States at Buenos Aires, the growing crops are now in a favorable condition, although they are entering the period of greatest danger of weather damage to cereals.

Corn covering an area of between 8,500 and 10,000 acres will be ready for harvesting in Mexico by this time, according to Government reports. The successful harvesting of this corn crop will undoubtedly improve the economic situation of at least a portion of the agriculturists of this district, all of whom have experienced a very poor year on account of the almost complete lack of a Spring wheat crop.

The final survey of the *London Times* shows that returns from correspondents indicate that wheat, barley, oats, beans and potatoes this year exceed the average condition of the past 10 years. With regard to quality, the report is not so favorable in that it indicates that the quality of a large percentage of deliveries to market has not been up to standard.

In a recent bulletin, the Department of Commerce said, "It is suggested that the American grain trade may be interested in the fact that the Russians can apparently reduce the export prices of barley and oats further and still sell at a profit as against a probable deficit on wheat and rye exports even at higher levels here."

Latest estimates of Austrian grain crops are as follows: Wheat, 11,978,000 bushels against 8,490,000 bushels in 1924; rye, 24,585,000 against 16,189,000; and barley, 10,706,000 against 7,208,000.

"Large increases of production over last year, declining prices and unusually dull domestic and export business mark the present Danube wheat situation," says G. C. Haas, who is American Agricultural Commissioner at Vienna. "Wheat production in the Danube countries including Czechoslovakia, Austria, Hungary, Yugoslavia, Bulgaria and Roumania will probably exceed last year's production by 41 per cent. Rye production in the same countries shows an increase over last year of about 31 per cent."

Heavier domestic production and smaller imports of wheat is the declared aim of Italy. The recent duty of 36.3 cents per bushel on imported wheat is the latest and most significant step in a well defined program under way since 1915 to stimulate domestic wheat production. For the last three years the average disappearance of wheat in Italy has aggregated 273,000,000 bushels. Production has averaged 184,000,000 bushels and imports, 90,000,000 bushels.



# FIELD SEEDS

## SEED ANALYSTS MEET

The next annual meeting of the Association of Commercial Analysts is to be held on December 29 to 31 at Kansas City, Mo. The meeting will be conducted at the same time as is that of the Association of Official Analysts. E. E. Pattison is secretary-treasurer of the Commercial Seed Analysts' organization.

## TO REVISE SEED REGULATIONS

Adoption of new regulations affecting the sale of seeds in Canada is now pending the approval of the Dominion's Minister of Agriculture. By the proposed new legal provisions, Canadian seedsmen would be allowed to sell any new variety or novelty (such as are advertised in foreign catalogues) the year it was brought out, they agreeing to send samples to the Government, together with a history of the origin of the variety, and after these samples are tried out in plot tests, if reported on favorably, a license will be given to the seller and the new variety may be then sold by anyone in Canada. If, on the other hand, it is reported to be similar to an old established variety, a license is not given, and the seller, upon notice, immediately withdraws the variety name from his advertising matter and from the market.

## BARLEY'S GROWING POPULARITY

Volstead notwithstanding, a new interest is being shown in barley throughout many sections of this country. Seedsmen have become much interested in the subject of barley this fall owing to numerous requests for information concerning types of barley from farmers and stock raisers of the Northwest who have in turn become interested through experiment station work on barley as a substitute for corn for stock. The poor crop of corn last year and the losses predicted for this fall through an unprecedented drought and hot weather over a large part of the corn belt have brought the up-to-date farmer to a study of substituting a more certain grain.

Barley, according to the Washington state station, produces a larger crop than any of the cereals in that state. Rating barley at 100 per cent, oats give a comparative yield of 85, Winter wheat 82 and Spring wheat 75.

## CUTTING SEED BY COLOR

When the heads are brown, the stalks yellow, and the seed a violet color, cut the Clover for seed, is the advice of a Wisconsin state seed expert to growers. If they are bringing the best possible price on the seed market, they should be cut between September 1 and October 10, he states. He warns growers against the encroachment of weeds, saying that a field of Clover should be examined for Clover dodder, curled dock, buckhorn, Canada thistle and other noxious weeds before it is allowed to stand for seed. Fields which contain more weeds than can be hand-pulled should be cut early the second time for hay to prevent the weed-bed from maturing. In order to find out if the second crop should be cut for hay or seed it is necessary to estimate the probable seed production. The time for this is when the crop has just passed the full bloom stage. If the stand is good and from 25 to 30 seeds are found per head the crop will yield nearly three bushels of seed an acre.

## TREATING OAT SMUT

Some smut treatments applicable to wheat, are not practical for oat smut treatment, and one of the great difficulties encountered by the commercial seed dealer is to find forms of treatment for various fungous diseases of grain which may be applied and destroy the spores of the fungus without injuring the germinating quality of the seed. The use of copper or nickel salts as dust treatment and formaldehyde have been the commonest means to suppress these diseases which cling to the seed in the form of minute spores ready to germinate and spread when the plants develop.

Oats smut has been one of the most troublesome pests to the seedsmen. While copper and nickel salts used as dusts proved valuable in reducing oats smut, they did not provide commercial control. Experiments conducted by the Ohio station recently show that when copper or nickel salts were combined with mercuric chloride the resulting mixture was efficacious in destroying the smut spores and was distinctly superior in affording freedom from injury to germination.

According to the Ohio report the combination stimulated germination to a marked degree which

was not apparent in test plots where the oats had been treated with formaldehyde. One part by weight of the copper or nickel salt and two parts of mercuric chloride were mixed and ground together and applied at the rate of three ounces per bushel to treat the grain. The cost of the treatment was from 10 to 15 cents per bushel, which is relatively high, but in the case of badly smutted oats where the pest reduced the yield from 10 to 30 per cent, the cost of the treatment was considered well worth while.

It is the application of such treatment to seed to prevent the spread of disease and to guarantee the purchaser of the seed a full crop which makes tested and pure seed seem expensive very often to the farmer but he is more than repaid by the absence of these fungus pests which reduce his crops when he can harvest clean fields with full yields of grain.

## EXPLAINS CLOVER SOIL TYPES

Much of a controversial character has been written about Red Clover and Alsike Clover. A recent bulletin from a Connecticut Experiment Station offers not much in the way of argument but plainly sets forth the types of soil to which each Clover is suited.

Clover has longer roots than Alsike, hence, it is suggested that it is better adapted to soils which may become droughty. It matures about two weeks earlier than either Alsike Clover or Timothy. This is a disadvantage with Mixed hay, but an advantage frequently with pure Red Clover as the harvesting can be started early. The larger second growth of Red Clover is of particular advantage as it comes at a time when pasture is badly needed.

This last factor has been particularly emphasized through the Middle West during the long dry spell of the present summer. Seedsmen forewarned of the soil types to which these two different Clovers are not suited, are forearmed against common buyer-objections.

## IS THERE ANY GOOD SEED?

So much publicity has been given to the activities and escapades of falsely branded seed firms, that many buyers are asking, "Is there good seed on the market?" The New York State Experiment Station, consciously or unconsciously, has answered the question in the affirmative. Purchases of seed in the open market were made by the station, and tested. A report on the result runs as follows:

"The real value of a lot of seed, or more properly its cultural value as determined by these tests, is the percentage of the pure seeds which will germinate. It must be remembered, however, that this value does not tell all of the story, for seed with a high cultural value may be unfit and even dangerous for seeding purposes if it contains seeds of certain weeds."

In this connection, a representative of the Wholesale Grass Seed Dealers Association, declares that here is where the elaborate machinery of the big seed houses comes into play with its remarkable devices for taking weed seeds out of the crop as it comes from the farm. This machinery has been brought to a high state of perfection.

## SEEDS "LEGALIZED"

By W. G. A.

Seed tests are required by many of the states before seeds can be put on the market and state authorities submit samples to rigid inspection in addition to the severe tests the seed houses make for themselves before offering their wares to the buying public. In this manner the highest quality seeds in the world are now offered to agriculture by the American trade.

While the figures and statistics concerning these tests made by the states are comparatively meaningless to the layman, they convey considerable information to the expert student of seeds. A bulletin of the New Jersey Experiment Station, the skeeter state having a strict seed law, explains the working of its regulations and the close co-operation of the seed trade with the state officials in keeping farm seeds up to the highest standards. All seeds show considerable variation, even different samples taken from the same lot of seed for analysis.

It is known that in the making of two or more analyses of the same sample of seed, that exactly identical results are never obtained. There is a recognized and definite reason for the variation. At no time will there be the same amount of broken, dead and weed seeds in any sample. In making

comparisons of reports these factors must be borne in mind. The perfect standard for purity and germination is 100 per cent. The variation between tests will be greater as the percentage of purity and germination has been lowered. The variation seems rather more marked in case of germination than purity. The statement of purity in crop seeds does not mean the varietal purity but rather the proportion by weight of pure seed named in the sample. The statement of germination means the number of seeds out of every hundred seeds capable of producing sprouts under proper conditions.

## A BOOST FOR TESTED SEEDS

The theory that tested seeds bring a higher net yield to the grower, is often attacked. Anybody can attack a theory and get away with it if he can produce another theory of his own. But few there are who would quarrel with the figures of the Ohio agricultural experts who recently completed a 12-year test of seed corn designed to show the increase averaged by tested seed over untested. Two methods were employed, planting three kernels to a hill and planting thick and thinning to three kernels to a hill. The test showed first of all that the tested seed germinated 100 per cent planted three kernels to a hill as compared with untested seed, planted thick, five kernels to a hill, and thinned to three stalks to a hill.

The 12-year average for untested kernels shows in the three kernels per hill 54.56 bushels of grain and 2,937 pounds of stover; planted thick and thinned to three a hill, 61.89 bushels and 3,275 pounds of stover.

The tested seed three to a hill produced an average over the 12 years of 56.61 bushels and 3,022 pounds of stover and the thickly planted and thinned 62.67 bushels and 3,272 pounds of stover.

## "BLUESKY" SEEDS

There are so many reliable seed sellers, retailers, and wholesalers, in almost every section of the country, that it is remarkable what headway fake seed merchants make when given a start. From Colorado to New York, warnings are being issued on the subject.

"Beware of bargain seeds" warns the New York Experiment Station. The Empire State experts give an example to show what the seed buyer may run into if he is beguiled by glowing language in "bargain" advertisements of the "bluesky" seed firms. The buyer is advised to order only from seed houses he knows to be reputable.

The example quoted by the experiment station in its catalogue showered the following adjectives "wonderful, splendid, rich, special, unexcelled, popular, exceptional, bargain bonanza mixture." It also represented that the seed had been thoroughly cleaned and was free from noxious weeds.

Analysis by the scientists of a three-gram sample enabled them to identify 91 different species of weed seeds and of these 91 kinds there were large numbers of seeds of 16 of our noxious weeds, including dodders, mustards, thistles, and quack grass. "There were present," says the report, "weed seeds which, according to best information, were typical of the flora of all seed producing sections of the United States, indicating rather conclusively that this material was mainly seed screenings, low grade seed and tailings from various sources bulked or mixed together."

## A FROST PROOF CORN?

How much a bushel could a seed merchant get for a guaranteed cold-proof corn? Reports percolate from the Department of Agriculture from time to time of a revolution that is impending in corn growing through the introduction of a cold-proof corn seed that will mature in an average temperature for the year of 50 degrees and can withstand temperatures as low as 39 degrees. This is not a fairy story as such a corn has been found, but it remains to be seen whether it is profitable for the United States. If it is, when fully tested, the corn belt will be extended to the Canadian line.

Not only one variety of this cold-proof corn but a number are under investigation. They were discovered in the highlands of the Andes in South America and brought to the Department of Agriculture by Fred D. Ritchey of the Bureau of Cereal Investigation. The value of the corn will depend upon the ability to secure a good eared plant through crossing it with the most successful northern strains of American corn. The product of the cross will probably be a dwarf corn maturing in 70 days, it is predicted.

There isn't any corn to speak of that matures in less than 120 days at present. A few strains have been tried which were reputed to mature from 90 to 100 days, but they have no wide commercial distribution.

In our corn belt as it exists at present, a minimum temperature average of 55 degrees at night is about the limit with any chance of maturing a crop. The average temperature during a successful growing season is 72. In Peru and Bolivia Mr.

(Continued on Page 338)





## EASTERN

Charles Ryan is now superintendent of the New State Elevator at Oswego, N. Y.

The Alwater Bradley Corporation's elevator at Genoa, N. Y., has been taken down because of the abandonment of the railroad. It has been rebuilt at Locke.

The feed, flour and grain firm of Dundas Bros., of Philadelphia, Pa., has moved to the warehouse and offices formerly occupied by the late A. E. Brecht. It is understood that the Dundas Bros. have taken over the accounts formerly handled by the Brecht firm.

The Premier Elevator Corporation has been incorporated at Buffalo, N. Y., capitalized at \$20,000. The incorporators are Levi S. Chapman, Charles R. Chapman and Harry C. Rice of Syracuse, John H. Brinkman of Buffalo and others. Mr. Chapman and his associates already control Buffalo elevators with 8,000,000 bushels' capacity.

The formal opening of the new Marine Elevator at Buffalo, N. Y., was made on October 10 with elaborate ceremonies. The elevator has a capacity of 2,000,000 bushels and supplements the older elevator of 500,000 bushels built in 1881. Harold L. Abell is president of the company. James Stewart & Co., of Chicago had the contract.

The Lake Elevator Corporation has been formed in Buffalo, N. Y., to take over the operation of two Buffalo elevators, the Export with capacity of 1,100,000 bushels and the Connecting Terminal, with capacity of 1,000,000, and one at Erie, Pa., with capacity of 1,000,000 bushels. John Kellogg will be president of the new corporation, which is owned by the Armour Grain Company and the Eastern Grain Mill & Elevator Company of Buffalo. Nisbet Grammer has been appointed vice-president with John J. Rammacher, secretary and treasurer. No issue of stock will be made to the public.

## SOUTHERN AND SOUTHWESTERN

A wholesale grain, flour and hay house has been opened at Tyler, Texas, for J. H. Verble. V. Poskey will be in charge.

The name of the Thomson Milling Company of Louisville, Ky., has been changed to the Thomson Elevator Company.

A grain elevator of 12,000 bushels' capacity has been erected at Boise City, Okla., for S. L. Gamble, formerly of Elkhart, Kan. It will cost \$8,000.

The contract has been let by the Dan Valley Mills of Danville, Va., to erect a 50,000-bushel grain elevator. It will be of galvanized iron construction and will cost \$20,000.

The Humphrey Mill & Elevator Company has been incorporated at Fort Worth, Texas, by Fred L. Humphrey, K. S. Vickery and S. Spears. The capital stock of the firm is \$70,000.

Kobus & Bohlen, a partnership operating at Fairview, Okla., is succeeded by the Fairview Mill & Elevator Company. Kobus & Bohlen took over the Fairview Milling Company several months ago.

Seymour Dix, who operated a grain elevator at Pickrell, Neb., for some time, has gone to Tulsa, Okla., where he will engage in the grain and feed business. His elevator at Pickrell burned a short time ago and he subsequently sold the property.

The Ruhmann Grain & Fuel Company of Waco, Texas, and the Seley-Cornforth Grain Company have made plans to consolidate about December 1. A new elevator will be built on the property of the present Ruhmann Grain Company on which four warehouses are now located.

The Moon-Bennett Grain Company has been incorporated at Nashville, Tenn., to deal in grain. Fred J. Moon, John C. Bennett, Walter Lockett, Jr., and Thomas G. Watkins are among those interested. The capital stock of the firm is \$20,000. The firm has taken over the business of S. S. Kerr.

Charles R. Matthews & Bro. of New Orleans, La., have sold out to Emmett L. Betzer, a former employee, who will conduct the grain and flour business along the same policy as the old company. Charles R. Matthews has joined with his brother as partner in Geo. B. Matthews & Sons, flour and millfeed dealers of New Orleans.

The Municipal Port Commission on November 1 took over the operation of the city's grain elevator at Sewalls Point, Norfolk, Va., with E. J. Martin, formerly manager of the Rosenbaum Grain Com-

pany, in charge. The elevator has been leased by the Rosenbaum company, but this arrangement has been cancelled. The municipal grain elevator has a capacity of 800,000 bushels. It was leased when completed to the Rosenbaum company and has been controlled by that organization until this month.

Several Dallas, Texas, capitalists, headed by Cecil Munn, are interested in the erection of a 1,000,000-bushel elevator at Enid, Okla. The first unit will have a capacity of 500,000 bushels and will be completed before June 1, 1926. The second unit will be completed for the 1926 wheat crop and will complete the capacity of 1,000,000 bushels. The men have incorporated at Enid as the Enid Terminal Elevator Company, capitalized at \$125,000.

## OHIO AND MICHIGAN

E. P. Hepker has taken over his work as manager of the elevator at Mt. Pleasant, Mich.

The elevator of the Farmers Equity Company at Sullivan, Ohio, has been taken over by Meyer & Dove.

R. L. Baird formerly of Springfield, Ohio, has bought the elevator of C. W. Carlton at Chippewa Lake, Ohio.

Glen Williams succeeds J. M. Dickman as manager of the Clover Leaf Grain Company of Pleasant Bend, Ohio.

The Plymouth Equity Exchange Company at Plymouth, Ohio, has been taken over by the Plymouth Elevator Company.

The Orange Elevator Association has changed its name to the Isoco Elevator Company, located at Isoco (Fowlerville, p. o.), Mich.

The elevator of S. M. White & Sons at Seville, Ohio, has been sold to the Seville Elevator Company. W. Franks is manager.

The entire business of J. P. Eaton at Monroeville, Ohio, has been bought by Philip Horn. He will operate as the Monroeville Grain & Seed Company.

James Sullivan and Dick Walsh have bought the property of the Auburn Elevator Company at Auburn, Mich. They will operate as the Auburn Bean & Grain Company.

The Keith Grain Company has bought the property of the Lewisville Feed & Grain Company at Canton, Ohio. William Justice and John Bederman will manage the property.

The old Big Four Elevator at Cincinnati, Ohio, is to be torn down. It has a capacity of 700,000 bushels and was formerly leased by the Cleveland Grain & Milling Company.

The paid up capital stock of the Marine City Farmers Co-operative Elevator Company at Marine City, Mich., has been increased from \$21,750 to \$40,000, the total incorporation capital.

The Vassar Farmers Elevator Company's property at Vassar, Mich., has been bought by the Hart Bros. Elevator Company. The property consists of the four mill, elevator, warehouse, coal yards, etc.

The elevator at Marion, Mich., formerly owned by the Gleaners Clearing Association has been bought by Ray H. Kent. It will be repaired and put into operation as the Kent Elevator Company.

Capitalized at \$20,000, the Farmers Exchange Company has been incorporated at Ft. Loramie, Ohio. Fred C. Arkenberg, B. Bramalage, Arton Hoying, John D. Inderreeder and Adolph Raterman are interested in the company.

## INDIANA

The Fiat, Ind., elevator is to be torn down and moved to Hagerstown, Ind.

A large brick warehouse is being erected at Clay City, Ind., for the Farmers Co-operative Elevator Company.

The capital stock of the Hardin Grain Company of Fortville, Ind., has been increased from \$20,000 to \$35,000.

Wilson-Miller & Son and the Miller-McKeene & Co., at Bainbridge, Ind., are succeeded by the Miller Grain Company.

Capitalized at \$3,000, the Rossville Grain Company has been incorporated at Lawrenceburg, Ind. The directors are Victor M. O'Shaughnessy, William P. O'Shaughnessy, Eugene A. O'Shaughnessy.

The Shirley Bros.' elevator at Knightstown, Ind., has been bought by J. M. Walker & Son of Middletown. The Shirley Elevator was formerly the Sowash

Elevator and was bought in June 1922 by the Walker company.

Charles Burkhart of Martinsville, Ind., is the new manager of the Farmers Co-operative Elevator Company of Brazil, Ind.

A 30-horsepower motor has been installed by the Studebaker Grain & Seed Company of Keystone, Ind., replacing a gas engine.

The plant of the Farmers Elevator Company at Clifford, Ind., has been bought by John M. Holden. He will install electric power.

The elevator of William F. Rosenbaum, W. S. Pulver and Otto Warnke at Brems, Ind., has been purchased by Wm. F. Rosenbaum & Son of La Crosse.

Elevators at Roann, Pettysville and Urbana, Ind., have been bought by the Central Grain Company. These elevators were formerly operated by the Kinsey Bros.

The grain and feed business of Wayne Kirklin at Alexandria, Ind., has been sold by him to John D. Kiefer, owner of the Kiefer Feed & Supply Company of Elwood, Ind.

An 8,000-bushel ironclad elevator was completed at Maplewood (Danville p. o.), Ind., by W. F. Fisher & Son. Attached to it is a fireproof building equipped with a 25-horsepower engine.

To operate a grain elevator, McComas & Son, Inc., was incorporated at Indianapolis, Ind., capitalized at \$35,000. The directors are John A. and Paul W. McComas and Vinton M. Welling.

The elevator of the Farmers Mill & Elevator Company at Ferdinand, Ind., has been bought by Hugo Senninger. He has been manager of the mill for some time and will continue in that capacity.

The elevator at Edwardsport, Ind., has been bought by Alva Crane and H. R. Singer of Sandborn. These men have bought the old mill site at Sandborn and will build a double crib with carrier and capacity of 8,000 bushels of corn at that place.

## ILLINOIS

The Farmers Grain Company of Byron, Ill., has been dissolved.

The Potter Bros. of Morrison, Ill., will wreck their elevator this spring.

New truck dumps have been installed by the Pekin (Ill.) Farmers Elevator.

The Savoy Grain & Coal Company of Savoy, Ill., is to build a new concrete elevator.

J. F. Postlewait is succeeded as manager of the elevator at Kasbeer, Ill., by Howard Smith.

J. Hinkle is succeeded as manager of the Farmers Elevator at Lawndale, Ill., by George Eberle.

The Cunningham Grain Company of Piper City, Ill., is erecting a new office and installing additional scales.

A six-bushel scale has been installed by the Plainfield Grain Company of Caton Farms (mail to Plainfield), Ill.

The Leon Van Zele Grain Elevator at Geneseo, Ill., is being improved by the erection of a new office building.

The half interest of Sig Hayward in the grain elevator at Tremont, Ill., has been sold to J. D. Dixon of Padua.

The Wyoming Grain Company of Wyoming, Ill., is to install dumps in its local elevator and make other improvements.

A grain brokerage office has been opened at Sullivan, Ill., by L. G. Duncan, formerly associated with Beach & Wickham.

Sherman Thomas is succeeded as manager of the Frederick Grain Company's elevator at Clarence, Ill., by Clarence Parsons.

The Chase Grain Company has bought the property of the E. G. Coon Grain Company at St. Joseph, Ill., and will conduct the business.

J. J. Connerly has just completed a new grain elevator at Millersville, Ill. The Union Iron Works furnished the machinery equipment.

The Sheldon Farmers Co-operative Elevator Company, Sheldon, Ill., has installed a 24-inch motor driven Unique Ball Bearing Attrition Mill.

The new elevator of the F. J. Blackburn Grain Company, replacing the one which burned, is under construction at Strawns Crossing (Jacksonville p. o.), Ill. It will have a capacity of 10,000 bushels



and will be equipped with a Western Sheller, cleaner, manlift and oil engine. It will also have a 30,000-bushel corn crib.

The elevator at Lanesville, Ill., has been bought from Robert Knox, the receiver of the Lanesville Grain Company, by Henry Liedel of Springfield.

Two truck dumps have been installed and improvements made at the property of the Farmers Elevator Company at Kentland (Yorkville p. o.), Ill.

The grain elevator at Arcola, Ill., formerly owned by K. O. Harris has been leased by John T. Higginbotham. He will establish a grain, feed and coal business.

The Farmers Grain & Service Company's elevator at Astoria, Ill., is being managed by Roy Danner of Table Grove. He succeeds C. Cowen in this position.

The Farmers Elevator Company has completed a new 30,000-bushel grain elevator at Owaneco, Ill. The operating machinery was supplied by the Union Iron Works.

The elevator and grain business of the Louis Johnson Estate at Morrisonville, Ill., has been bought by the Illinois Milling & Elevator Company of Taylorville.

Charles R. Lewis and Ora T. Hamm operating as Lewis & Hamm at Concord, Ill., have dissolved partnership. The men have been operating a grain, coal and feed business there for some time.

The Community Elevator Company of Hillview, Ill., is building a new grain elevator at Grand Pass, Ill. The machinery equipment is being furnished by the Union Iron Works of Decatur, Ill.

Davis Bros. & Potter of Cissna Park, Ill., have installed two 10-bushel automatic scales in their two elevators at Cissna Park and overhauled the two houses, which have a capacity of 100,000 bushels.

Work has been started on the addition to the Rialto Elevator in South Chicago, Ill. It is to be of concrete and will provide additional capacity of 1,500,000 bushels. The Rialto Elevator is operated by the Nye & Jenks Grain Company.

James E. Brown, W. E. Culp, Raymond McGrath, Harry E. Roberts and Joseph T. Tucker have incorporated at Heman Station (mail Warrensburg), Ill., as the Heman Grain Company. The firm is capitalized at \$20,000, and will deal in grain, feeds and flour.

## WESTERN

A 10,000-bushel studded elevator is being built for F. P. Rudolph & Sons at Fort Collins, Colo.

John M. Lindbloom is now secretary of the City Grain & Seed Company of Mt. Vernon, Wash. Wm. Hayton is president.

The Summit Grain Company of Arapahoe, Colo., has bought a new two-ton motor truck. C. A. Rheem is local manager.

The Billings Warehouse & Trading Company of Billings, Mont., has installed a bean elevator and cleaning plant at a cost of \$8,000.

The Ogden Grain Exchange has moved its branch formerly located at Pocatello, Idaho, to Salt Lake City, Utah, with Ed F. Peterson in charge.

M. E. L. M. and J. M. Watson have incorporated at Paul, Idaho, as the Watson Milling & Elevator Company. The firm is capitalized at \$10,000.

The elevator of Berry & Bruyer at Kallispell, Mont., has been sold to J. A. Larsen of Whitefish. Mr. Larsen will make a specialty for the present of feedstuffs and grinding.

New belts and cups are to be installed by the Pine Bluff Elevator Company of Pine Bluff, Wyo., which leases the Lefang Grain Company's house. Respouting is also to be done.

The elevator and bean cleaning plant of the Burton Produce Company of Limon, Colo., has been bought by the Ady & Crowe Company of Denver, Colo. W. C. Wright will continue as manager.

C. E. Ramsay is succeeded as manager of the Midland Elevator at Aberdeen, Idaho, by Christopher Frank. Mr. Ramsay was transferred to the Farmers Grain & Milling Company at Malad City, Idaho, last June.

A new elevator of 20,000 bushels' capacity, equipped with modern machinery throughout, is to be built at Wilder, Idaho, for the Colorado Milling & Elevator Company. The elevator will be completed about January 1.

The plant of the Bancroft Mill & Elevator Company of Bancroft, Idaho, is being remodeled and three feed governors for blending the different varieties of wheat and a centrifugal reel for rebolting flour are being installed. Machinery for making Graham and whole wheat flour is also being installed.

Work has nearly been completed on the new 150,000-bushel elevator of the Boyd-Conlee Company at Spokane, Wash., consisting of six tanks and eight interstice bins and cleaning house. It is of reinforced concrete and steel, and gives the com-

pany a total capacity of 185,000 bushels. E. A. Boyd is president; H. A. Conlee, secretary-treasurer of the firm.

The new elevator of the Northern Elevator Company at Peerless (p. o. Scobey), Mont., is to be managed by Thos. Lillethun of Clentana. The company plans to have elevators at both Clentana and Opheim next summer.

The La Mesa Feed & Fuel Company and C. H. Karns has bought the property of the Clemens Grain Company at La Mesa, Calif., from C. O. Matthews. The two will consolidate and will operate from the Clemens headquarters as the La Mesa Feed & Fuel Company.

## MINNESOTA AND WISCONSIN

Work is progressing rapidly on the new addition to the Monarch Elevator at Florence, Minn.

O. W. Trindal has bought the elevator at Loyal, Wis., owned by the Dickenson Bros. & Trindal.

The Independent Elevator Company of Marshall, Minn., is installing a Strong-Scott Dump and a scale.

A 10,000-bushel elevator has been built at Fort Ripley, Minn., for the Johnson Bros., this season.

A Strong-Scott Air Dump has been installed by the Darwin Farmers Elevator Company of Darwin, Minn.

A motor is to be installed and repairs made to the elevator of the Carson Farmers Elevator Company at Delft, Minn.

A Strong-Scott Dump and a 10-ton scale are being installed in the elevator of the Farmers Elevator Company of Buffalo Lake, Minn.

Improvements are being made by the Farmers Co-operative Elevator Company of Porter, Minn., including the installation of Strong-Scott Dump and scale.

A new office building is being erected at the Kinnickinnic Elevator of the Chicago & Northwestern Railway at Milwaukee, Wis. It will be two stories high, 50x50 feet.

Elevator "B" of the Bernhard Stern & Sons, Inc., of Milwaukee, Wis., has been designated as regular by the Milwaukee Chamber of Commerce. It has a capacity of 400,000 bushels.

An additional elevator is to be built at a cost of \$35,000 to the property of the Farmers Elevator Company of Hanley Falls, Minn., to aid in handling the increased business of the firm.

The Independent Grain Company intends to remodel the elevator which it bought not long ago at Melrose, Minn., from the Melrose Milling Company, into a feed manufacturing plant.

The grain and lumber business at Olivia, Minn., which has been conducted by the two sons of William Windhorst has been taken over again by the father. The sons have been operating this since April 1923.

The Farmers Elevator Company of Holt, Minn., has leased the elevator business of the Red Lake Falls Milling Company of Red Lake Falls, Minn. Gilbert Sanoden, formerly agent, will remain with the new owners.

Two elevators have been leased from the Rubicon Malt & Grain Company of Rubicon, Wis., by the Kurth Malting Company of Milwaukee. They are repairing and cleaning the plants and installing a large engine to operate the two elevators.

The Interior Malt & Grain Company of Minneapolis, Minn., has its new 250,000-bushel elevator completed. It is of reinforced concrete and has a 30-inch belt conveyor at the bottom and 18-inch screw conveyor at the top. The Stevens Engineering & Construction Company of St. Louis had the contract.

## IOWA

A grain elevator is being built at Iowa City, Iowa, for W. J. Green.

A 10-ton truck scale has been installed by the Spencer Grain Company of Spencer, Iowa.

C. E. Deets has succeeded H. G. Fisher as manager of the Farmers Elevator at Earlham, Iowa.

L. M. Ritter is succeeded as manager of the Blairstown (Iowa) Grain Company by J. H. Nye.

The Good Bros. have bought the Farmers Elevator at Hamburg, Iowa, and have taken possession.

A new elevator may be built in the near future by the Farmers Elevator Company of Blairsburg, Iowa.

Sam Lassen is succeeded as manager of the Farmers Elevator Company at Cleghorn, Iowa, by A. M. Leach.

Davis Bros. & Potter of Fort Dodge, Iowa, have arranged to take over the elevator of Malcolm Peterson.

Two new elevators are being built and equipped by the Eikenberry Bros., one at Chariton and one at Russell, Iowa. Both elevators include feed mixing units.

The elevator of the Schulte Grain Company at Alexander, Iowa, is to be repaired and remodeled

and equipped with new machinery, including single trap dump, two-horsepower motor, new leg and five ply cup belts.

The elevator of the Iowa Grain & Livestock Company at Coburg, Iowa, has been equipped with new belts and cups.

The elevator of the Farmers Co-operative Elevator Company at Owasa, Iowa, is to be repaired and a new grain pit built.

G. V. Jordan has bought the elevator of the Milwaukee Grain Company at Arion, Iowa. He is having the building torn down.

E. W. Davis of Galesburg, Ill., one of the firm of Davis Bros. & Potter, has bought the A. M. Nelson Elevator at Manson, Iowa.

An auto truck dump and new scale are to be installed by the Highview Farmers Grain Company of Highview (r. d. Webster City), Iowa.

The Farmers Elevator Company of Radcliffe, Iowa, has installed three new electric motors and a six-ton wagon scale. A. O. Skrovig is manager.

The elevator of the Buckingham Grain Company at Buckingham, Iowa, of which O. W. Minus is manager, has been equipped with new leg, new belt and buckets.

H. C. Miller is succeeded as manager of the Farmers Co-operative Elevator Company at Klemme, Iowa, by H. J. Stille, who was formerly president of the firm.

The H. B. Frericks Elevator at Remsen, Iowa, has been closed down. The elevator has been in operation for 40 years and in the hands of the present owner for 16 years.

The Farmers Co-operative Elevator at Albert City, Iowa, has been reincorporated. H. A. Spiller succeeds Otto Johnson, who has been manager for nearly 20 years, in that position.

The sheds of the North Iowa Grain Company at Rudd, Iowa, are being rebuilt. Additions are being made to the elevator which will increase the company's storage capacity to 75,000 bushels.

## THE DAKOTAS

A new office building has been built to the elevator at Hooker, S. D.

A new Strong-Scott Dump has been installed in the Atlas Elevator at Brookings, S. D.

Robert Peterson is now manager of the house of the Northland Elevator Company at Omamee, N. D.

The Farmers Co-operative Elevator at St. Lawrence, S. D., has been equipped with lightning rods.

The elevator of the Leola Equity Exchange at Leola, S. D., has been equipped with electric power.

The driveway, bins and spouting of the Farmers Grain Company at Klotten, N. D., have been repaired.

The Stockholm Farmers Elevator Company of Stockholm, S. D., has erected new coal sheds to its property.

An addition is being built to the Farmers Elevator at Abercrombie, N. D., and a feed mill will be installed.

The elevator of the Northland Elevator Company at Lankin, N. D., is being managed by Robert Peterson.

The elevator of the farmers Elevator Company at Dore, N. D., is being repaired and a truck lift is being installed.

H. V. Thompson succeeds C. J. Johnson as manager of the Farmers Co-operative Elevator Company at Amherst, S. D.

The Krantzburg Grain & Fuel Company of Krantzburg, S. D., has completed its new elevator. This replaces the one which burned some time ago.

L. S. Burgum succeeds his father, the late J. A. Burgum, as manager, secretary and treasurer of the Farmers Elevator Company of Arthur, N. D.

A grain warehouse at Highmore, S. D., has been bought by Martin Markley who has installed a scale and leg. He is planning to re-enter the grain business.

A new 10-ton scale and Strong-Scott Dump have been installed by the Lybeck Grain Company of Conway, N. D. A new foundation has also been put in.

New equipment is being installed by the Farmers Elevator Company of Woods, N. D., including a new 25-horsepower engine for power, new engine room and new office.

A new flour house has been built at Bristol, S. D., by the Farmers Equity Exchange and the East Elevator has been sold to Mr. Hansmeier who will conduct a seed business.

The Powers Elevator Company has built coal sheds at Edgeley, N. D., and is building an elevator to be equipped with a 10-ton scale, Strong Scott Truck Dump, cleaner, roller feed grinder and electric power.

A 35,000-bushel galvanized iron elevator has been completed at Larimore, N. D., for the Larimore Farmers Elevator Company. Included in the equip-



ment are a 7½-horsepower motor, two 5-horsepower motors and one of 2-horsepower and a 2,250-bushel automatic scale and improved distributors.

The Farmers Co-operative Elevator Company has been incorporated at Tokio, N. D., capitalized at \$10,000. J. M. Anderson, Olaf Bickeland and R. A. Tomlinson are interested.

The Hayer & Black Elevator at Pollock, S. D., has been leased by the Farmers Elevator Company. The company has let the contract for a six-bin 25,000-bushel elevator annex.

## MISSOURI, KANSAS AND NEBRASKA

The Petty & Watson Grain Company of Olivet, Kan., has added a feed storeroom.

A new concrete addition has been completed to the Farm Elevator at St. Clair, Mo.

The Farm Elevator at Union, Mo., has been improved with a new concrete addition.

The new elevator at Crookston, Neb., has been completed and is ready to receive grain.

H. R. Dean has resigned as manager of the Grange Elevator Company at Shelton, Neb.

W. J. Dyer is succeeded in business at La Cygne, Kan., by the Dyer Lumber & Grain Company.

A 15,000-bushel cribbed elevator is being built at Traer, Kan., for the Farmers Elevator Company.

The Dees-Garner Grain Company is planning upon the erection of a grain elevator at Bernie, Mo.

Regle Bros. have traded their dwelling at Cottonwood Falls, Kan., to Halls Summit for his elevator there.

Walter Hogue succeeds P. B. Cruise as manager of the Hubbell-Farmers Elevator Company at Hubbell, Neb.

The Brenner Elevator at Stella, Neb., is to be opened for business with L. S. Nedrow in charge as manager.

The Matthews & Stubblefield Elevator at Malden, Mo., is to be managed by the Planters Grain Company.

The Midland Mill & Elevator Company has been incorporated at Tonganoxie, Kan., with 100 non par shares.

The Miller Rice Grain Company has been incorporated at Emporia, Kan. The capital stock of the firm is \$50,000.

E. T. Smith has resigned his position as manager of the elevator of the Farmers Elevator Company at Oketo, Kan.

The Duff Elevator at Malmo, Neb., has been bought by Harry Johnson who is operating it as the Johnson Elevator.

J. M. Redd of Dover, Mo., a grain man, has leased a strip of property at Hardin, Mo., upon which he will build an elevator.

The Murty & Curran Grain Elevator at South Bend, Neb., has been bought by the Glenn F. Weaver Grain Company.

The elevator of Briggs Harriman at Pilot Grove, Mo., has been sold by him and he and his family have moved to Columbia.

The elevator and mill at Lafontaine, Kan., have been bought by E. O. McKinney from the Hampton Bros. of Fredonia, Kan.

C. E. Wyman has bought an elevator at Morrowville, Kan. Mr. Wyman, a short time ago, disposed of his grain business at Scandia.

Articles of incorporation have been filed by the Levant Grain & Supply Company of Levant, Kan. The firm is capitalized at \$10,000.

The Craig Grain Company of Craig, Mo., is changing from gas and oil power to electric, putting in one 15 and one 10-horsepower motor.

The B. Rockwell Merchandise & Grain Company of Junction City, Kan., has discontinued its business, and will sell its property there.

A new dump has been installed in the elevator of J. G. Nygren which he bought at Oshkosh, Neb., from the Farmers Elevator Company.

E. R. Russell, Jr., and John Schenk, operating as the Chetopa Grain Company have leased the Pratt Elevator at Chetopa, Kan., and will operate.

A year's lease on the Missouri Pacific Elevator at Arkansas City, Kan., has been taken from John Probst by Huffman & Ward, feed and fuel merchants.

Corn chop grinding machinery and other equipment for handling a mixed car business have been installed by the Blair Elevator Corporation of Atchison, Kan.

The Farmers Elevator Company of Cozad, Neb., has decided to continue in business there. The old elevator has been torn down to make room for the new U. P. depot and a new structure will have to be erected.

The elevator at Anniston, Mo., formerly owned by the Mississippi County Elevator Company, but recently bought at trustee's sale by the Cheatham Cotton Company, has been bought by the White-

head-Davis Grain Company of Charleston. The property will be operated as a branch of the company's business.

The Updike & Ewart Elevators at Lincoln, Neb., formerly operated by the Lincoln Grain Company are being operated by the Nye-Schneider-Jenks Company of Omaha.

The B. Rockwell Merchandise & Grain Company of Junction City, Kan., has discontinued business and arrangements have been made to sell the property as soon as possible.

James Menahan is succeeded as manager of the Farmers Union Elevator at Beattie, Kan., by M. F. Flanagan. He was formerly manager of the Farmers Union Co-operative Association.

A grain elevator at Eagle, Neb., has been bought by P. B. Cruise who has been manager of the Hubbell (Neb.) Farmers Elevator. He will engage here in the grain business on his own account.

The Ward Bros. Elevator at Ingalls, Kan., has been bought by C. F. Laird, who will operate it. Mr. Laird has been associated with the Midwest Grain Company of Hutchinson, Kan., and still retains his interest in that firm.

The elevator and mill of David J. Rootes of Tebbets, Mo., have been sold to W. L. Robinson of Colorado Springs, Colo. Mr. Robinson, who is in the feed and elevator business in Colorado, will put his son in charge of the Missouri property.

The Nye-Schneider-Jenks Elevator at Newman Grove, Neb., has been bought by the Crowell Lumber & Grain Company. The elevator will be closed. The Nye-Schneider-Jenks firm took over the Crowell Elevator at Lindsay in the same deal.

An addition is being built to the elevator of the Farmers Co-operative Elevator Company of Alta-

mont, Kan., and modern grinding machinery including corn sheller, feed grinder, hammer mill and gas engine is to be installed. A. J. Davis is manager.

## CANADA

The old grain elevator at Prescott, Ont., formerly owned by the Canada Steamship Line, has been sold to a wrecking concern.

The elevator of the Prairie Elevator Company at Wetaskiwin, Alta., has been bought by the Western Canada Milling Company of Winnipeg.

Arnold W. Whitmore is Vancouver, B. C., manager of the Saskatchewan Co-operative Elevator. He succeeds George Bingham who was transferred to London earlier in the year.

The elevator of the Metcalfe Milling Company at Portage la Prairie, Man., has been leased by the G. R. Wilson Company of Winnipeg. The elevator was attached to the plant which burned but was not damaged.

The Canadian Marine Department has given the Harbor Board of New Westminster, B. C., permission to issue bonds for the erection of an elevator of 300,000 bushels capacity to cost \$300,000. The plans have been approved.

The directors of the Saskatchewan Wheat Pool have been authorized to buy the elevator system of the Saskatchewan Co-operative, and in the failure to secure this country system and the terminals, to go ahead and construct elevators.

The European Grain & Financial Company contemplates the erection of a 5,000,000-bushel grain elevator at Port Mann, B. C., to cost about \$3,500,000. The company is also considering the erection of a 500,000-bushel elevator at Ogden Point, Victoria, B. C.

# HAY, STRAW AND FEED

B. M. Garrison has opened a feed and coal business at Hollis, Okla.

A feed and flour store has been opened at Enderby, B. C., by John McKay.

The Jepsen Feed Mill Company of Kenosha, Wis., has decided to go out of business.

C. J. Christensen has bought the feed mill of Andrew Christofferson at Fremont, Neb.

A store has been opened at Cheraw, S. C., by A. B. and George D. Brown for handling feedstuffs and seed.

The Arco Alfalfa Mill Company has been incorporated at Arco, Idaho. The capitalization figure is \$15,000.

H. M. Stegman and his brother, S. Stegman, are associated in the feed and product business at Clyde, Kan.

The feed manufacturing capacity of A. K. Zinn & Co., of Battle Creek, Mich., has been increased considerably.

Machinery for manufacturing dairy feed has been installed by the E. Liethen Grain Company of Appleton, Wis.

Dairy and chicken feed are now being manufactured by the Decatur Mill & Elevator Company of Decatur, Ala.

F. E. Hogan has incorporated at Kansas City, Mo., as the Hogan Mill Feed Company. Its capital stock is \$20,000.

The feed and grocery business recently sold by J. M. Hudson at Magnolia, Ark., is being conducted by J. S. Parham.

William Knopping has sold his interest in the People's Flour & Feed Store at Springfield, Ill., and will move to Florida.

Herman Friese and R. M. and Ada Y. Clagett have incorporated at Snohomish, Wash., as the Snohomish Feed Mills, Inc.

The Bancroft-Marty Feed & Produce Company at Trinidad, Colo., is building an elevator with grinding and cleaning machinery.

A new feed store has been opened at Sedalia, Mo., by Whitesell & Stockstill. Bruce Whitesell and Tom Stockstill are interested.

The feed plant of the Transit Milling Company at Lawrenceburg, Ind., which burned, is to be rebuilt. Work has already been started.

The C. A. Stone Feed & Coal Company of Waterbury, Conn., has been incorporated, capitalized at \$50,000. The incorporators were Charles A. Stone and others.

Gouldy Bros. Company has leased a building at Amarillo, Texas, and will open a feed store at once. The Baxter Feed & Fuel Company at Baxter Springs, Kan., has been bought by T. L. Godfrey.

He will conduct the business as the Baxter Feed & Fuel Company.

A new feed store has been opened at Jonesboro, Ill., by the Jonesboro Ice & Fuel Company. H. H. Moore and S. J. Littlejohn are interested.

A feed and seed house is being built at Grant Park, Ill., for the Grant Park Co-operative Grain Company of which H. A. Cole is manager.

E. C. Skinner has sold his interest in the J. G. Turnbull Company, feed dealers of New Orleans, La., and has retired from active business.

The interest of Jesse Webb in the Blytheville Feed & Coal Company at Blytheville, Ark., has been bought by Gaines Jasper of Burdette.

A feed store and a 12,000-chick commercial hatchery has been opened at Ft. Valley, Ga., by C. H. Howe & Son of Americus and Atlanta.

To buy and sell flour, feed and other products, V. B. Robinson & Co. have been incorporated at Bloomington, Ill. The firm is capitalized at \$25,000.

The Currie Mercantile Company has bought the feed, poultry and chicken hatchery business, including the feed mills of Mr. Jeanew at Balingier, Texas.

A plant with a daily output of 10 cars chop meal, poultry feeds is to be built at Springfield, Mo., for the Springfield Flour & Feed Company at a cost of \$15,000.

To do a general jobbing business, the North Star Feed & Cereal Company of Minneapolis, Minn., was incorporated by Thomas L. Brown, I. C. Klepper and W. E. Foster.

S. R. Green and associates have organized at Lubbock, Texas, as the Lubbock Mill & Elevator Company and will build a feed and flour mill at a cost of \$150,000.

A brick building is being constructed at Lawrenceburg, Tenn., by L. A. Cunningham, operating the largest feed and seed house in the county. He will occupy it when it is ready.

Articles of incorporation have been filed by the Nailling Mill & Feed Company of Union City, Tenn., capitalized at \$25,000. W. A. Nailling and H. P. Taylor are interested.

T. B. Crawford, C. V. McCall, Forest McCall, Mrs. T. B. Crawford, and M. B. Ogletree have incorporated at Memphis, Tenn., as the Tri-State Feed Company. The firm is capitalized at \$10,000.

Clarence Barnstable and Roy Schaper have bought a half interest of Frank Ware in the feed store at Hillsboro, Ill. Through this transaction it will become one of a link of chain feed stores.

C. Burton Hill of Topeka, Kan., has announced his plan for the erection of a feed mill at Topeka. He has been operating a small mill there for some time. The new structure will be two stories high with basement and will be 150x150 feet. In con-



nection with the mill there will be two storage bins of 20,000 bushels' capacity. Mr. Hill will deal in carlots of dairy, poultry and horse feeds. He hopes to be ready for business about January 1.

A. J. Gallagher is now in charge of the millfeed department of the Newsome Feed & Grain Company of Pittsburgh, Pa., of which L. C. Newsome is head. He was formerly in the feed business at Minneapolis.

A new grinder and feed mixer have been installed by the Farmers Grain & Feed Company of Danville, Ohio, successors to D. W. Keiser. They specialize in wheat feed, flour, salt, fertilizer and Timothy seeds.

A feed, cement and coal business is to be conducted at Marengo, Ill., by the W. L. Miller Company, which was recently incorporated there. The capital stock of the firm is \$5,000. E. C. Miller, W. L. Miller and W. W. Miller are interested.

Operations have been commenced by the Keno Feed & Grain Corporation at Buffalo, N. Y., in its new feed grinding and mixing plant. The company has branch offices at Williamson, Adams, Adams Center, Georgetown and Palmyra, N. Y.

A feed and flour brokerage business is to be conducted at Youngstown, Ohio, by Frank D. Batteiger who for the past nine years has been connected with the Albert H. Buehrle Company, feed dealers.

He has taken the account for the Acme-Evans Company of Indianapolis, for eastern Ohio and western Pennsylvania in addition to handling a general line of feeds.

B. H. McConnell and C. B. Yost have formed the McConnell-Yost Feed & Bean Company at Fort Morgan, Colo., and will conduct a grain and supply business. Mr. McConnell has been manager of the Farmers Co-operative Mercantile for six years and Mr. Yost is a farmer. The new company will both buy and sell beans, hay, grain, cottoncake and oil meal.

A special Sunday edition of the Fort Smith (Ark.) *Southwest Times Record* contains an account of the growth of the Southern Flour & Feed Company. Dexter Graves is president and general manager of the business. He came to Fort Smith 11 years ago; today the company operates two large warehouses at Fort Smith and is one of the largest flour and feed jobbing concerns in Arkansas.

The Southard Feed & Milling Company is making improvements on its plant at Kansas City, Mo., which will double the concern's manufacturing capacity. The plant is the former Kornfalfa mill and was bought by the Southard company in 1924. The cost of improvements will be about \$100,000. The company contemplates further enlargement next year by the erection of a fireproof warehouse. George W. Selder is president of the company.

Chicago Board of Trade and later with the Buffalo Corn Exchange. His two sons and three daughters survive him.

REAUNE.—Philip J. Reaune died suddenly. He was for 15 years a trader on the Open Board of Trade in Chicago.

SCHULTZ.—Thomas W. Schultz died in an automobile accident of Milmine, Ill. He was manager of the Farmers Grain Elevator Company of Milmine.

SQUIRES.—Earl Frank Squires died on October 16 following a stroke of apoplexy. He was for 19 years president of the Craver-Dickinson Seed Company of Buffalo.

SWIFT.—Aged 60 years old, Theodore W. Swift, president of the Swift Grain Company, died at his home in Detroit, Mich. He is survived by his widow, a son and two daughters.

TSCHETTER.—H. J. Tschetter was killed in an automobile accident. He was associated with the Fredonia Seed Company of Fredonia, N. Y.

VAN WICKLE.—Fred P. Van Wickle died on October 12. He was associated with the Van Wickle Grain & Lumber Company of York, Neb., and for 30 years had conducted a line of elevators.

WATSON.—Louis T. Watson died aged 64 years. He was formerly in the grain and stock brokerage business at Minneapolis.

WELLS.—George A. Wells, secretary of the Western Grain Dealers Association, died on October 27 at his home in Des Moines, Iowa. Further details are given elsewhere.

WHITE.—Clem A. White died on October 28 at his home in Portland, Ind. He was for 20 years associated with Cartwright & Readington Elevator Company. His widow and one son survive.

WICKER.—William E. Wicker, for years in the feed and flour business at Lockport, N. Y., died aged 73 years, after a long illness.

WOODS.—On November 5, John P. Woods, for years prominent on the St. Louis Merchants Exchange, died, aged 60 years.

YOUNG.—C. E. Young died on October 3 at his home in Los Angeles, Calif. Mr. Young was a member of the grain and hay business from 1884 to 1920, having started at Forest, Ohio, with Wm. Lindsay. Later this partnership was dissolved and Mr. Young moved to Delphos, Urbana and Lima, Ohio, where he operated elevators until the fall of 1920 when he moved to Los Angeles. His widow, a son and a daughter survive him.

## OBITUARY

BAIRD.—Edward F. Baird, secretary and treasurer of McKay, Reese & Co., of Nashville, Tenn., died recently from inflammatory rheumatism.

BROWNING.—W. A. Browning died from heart failure, at Evansville, Ind. He was for years in the coarse grain and cornmeal business there.

BURGUM.—Joseph A. Burgum died at Arthur, N. D. He was for 17 years manager of the Farmers Elevator Company.

CRANE.—J. O. Crane, operator of grain elevators at Pence and Stewart, Ind., died at a Danville, Ill., hospital where he had been undergoing treatment for diabetes.

DIETZ.—Aged 61 years, Milton C. Dietz died on November 2 at his home in Mechanicsburg, Pa. For 13 years he had been in the grain business here.

DILL.—John G. Dill died from a stroke of apoplexy on October 14. He was secretary and treasurer of the R. E. Jones Company, grain and feed dealers of Wabasha, Minn. He had been an executive in this company for 22 years.

GRAF.—Henry L. Graf died on October 23 at his home in New Albany, Ind. He was a pioneer seed and implement dealer. His widow, one son and a daughter survive him.

JAHN.—Nicholas Jahn died on October 25. He was president of W. F. Jahn & Co., feed, flour and building material dealers of Seattle, Wash.

JEFFREY.—Allen D. Jeffrey died, aged 67 years, at Albion, Mich. He was manager of the elevator of the Albion Farmers Elevator Company.

JOHNS.—H. A. Johns, president and general manager of the Sioux City (Iowa) Seed Company, died from injuries received in an automobile accident.

LATTA.—Ed Latta, a grain man and banker, died at his home in Tekamah, Neb., aged 53 years.

LEDERER.—Lewis J. Lederer, senior member of the grain and flour commission firm of Lederer Bros., Baltimore, Md., died from injuries received in an automobile accident, on November 7. He had served on various special committees of the Baltimore Chamber of Commerce and had been a member of the Board of Directors for some years; he had also served as chairman of the Weighing Committee at one time.

LOCKHART.—Robert J. Lockhart died recently in an automobile accident. He was a grain dealer of Waseca, Ill., and owned a number of grain elevators, operating as Lockhart & Challoner.

MARTIN.—Thomas L. Martin died aged 73 years from pneumonia. He was for the past 15 years connected with the Annan-Burg Milling & Grain Company, St. Louis, Mo., in the grain department and at one time was engaged in the grain business in Kentucky.

MILLER.—H. M. Miller, who operated an elevator and seed house at Big Lake, Minn., was killed in an automobile accident late in September.

MCCREERY.—John A. McCreery died following a paralytic stroke. He was a prominent grain dealer of Mason City, Ill., but had interests in Bloomington, Peoria and numerous other small Illinois towns. Mr. McCreery was the first secretary of the Illinois Farmers Grain Dealers Association and served in

that capacity for a number of years. He had been manager of the Mason City Farmers Grain & Coal Co.

McFARREN.—Andrew McFarren, a retired grain and flour merchant of Toronto, Ont., died recently.

NELSON.—Marcus Nelson died at Milwaukee, Wis., on October 16 after a long illness. He was formerly a representative of the Armour Grain Company at Waukegan and the Kansas City Flour Mills. He was forced to retire two years ago because of ill health.

NEWHALL.—Daniel E. Newhall died on October 29 at his home in Buffalo, N. Y., aged 79 years. He was for years a grain merchant, identified with the

## FIRES-CASUALTIES

Baldyn, Miss.—Fire damaged slightly the Pearce & Frost Feed store.

Baxter, Iowa.—The H. C. Rucker Grain Elevator was destroyed by fire.

Hitchcock, Okla.—Fire destroyed the Schlatt-hauser Mill & Elevator here.

Baltimore, Md.—Fire destroyed the feed manufacturing plant of Hugh J. Haziehurst.

Milford Junction, Ind.—The Mercantile Elevator Company's property was damaged by fire.

Lakewood, near Rock Rapids, Iowa.—The Farmers Co-operative Elevator here burned recently.

Home, Kan.—On September 18 lightning slightly damaged the roof of the elevator of R. J. Lewis & Sons.

Bowlus, Minn.—On October 14, the elevator of the Belgrade Flour Mills Company was destroyed by fire.

Arnegard, N. D.—The Farmers Elevator, with 20,000 bushels of grain, burned. The loss is covered by insurance.

Goshen, Ind.—Fire of unknown origin damaged the Farmers Co-operative Grain Elevator to the extent of \$15,000.

Hettinger, N. D.—The two grain elevators of the Co-operative Exchange were destroyed by fire with a loss of \$50,000.

Fort Worth, Texas.—The Rock Island Elevator of the Fort Worth Elevators Company was damaged by fire on October 8.

North Aurora, Ill.—The elevator of the North Aurora Elevator Company was slightly damaged by lightning on October 2.

San Gabriel, Calif.—Fire destroyed one warehouse of the Valley Feed & Supply Company and slightly damaged another.

Watford City, N. D.—Fire destroyed the property of the Farmers Co-operative Elevator Company. The contents were fully insured.

Loudonville, Ohio.—The Uptown Elevator of the Loudonville Milling & Grain Company was de-

stroyed by fire on October 20. Exposure from this fire caused a partial destruction of the elevator of Jacob Bender.

Westview (mail Pocahontas), Iowa.—The elevator of the Van West Grain Company was slightly damaged by fire on November 4.

Beresford, Man.—Fire on October 3 destroyed the elevator of the Western Canada Flour Mills Company with 5,000 bushels of grain.

Orchard, Colo.—Fire which originated in the engine room of the Fort Morgan Bean Company was the cause of a small loss on October 30.

Seattle, Wash.—The Great Northern Elevator at Smith Cove burned on November 6, together with the screenings mill of the Centennial Mill Company.

Paynesville, Minn.—The Paynesville Mill & Elevator Company was destroyed by fire with a loss of \$75,000. H. C. McCaffey was manager of the elevator.

Columbia City, Ind.—The Larwill Elevator was destroyed on October 14 with a loss of \$10,000. The fire is believed to have been caused by spontaneous combustion.

Spokane, Wash.—The plant of the Central Hay & Grain Company was damaged by fire to the extent of \$17,000. Insurance covered the building and the machinery.

Minneapolis, Kan.—The John Hartley Elevator of H. F. & S. E. Jackman was destroyed by fire on October 17. Locomotive sparks were probably the cause of the fire.

Tracy (mail Stockton), Calif.—Fire destroyed the large Fabian-Fleisig Hay & Grain Warehouses here with a loss of \$65,000. Only a small part was covered by insurance.

Minneapolis, Minn.—The John Hartley Elevator burned on October 17. The fire probably started from locomotive sparks. J. F. and S. E. Jackman were the owners of the property.

Salina, Kan.—A fire in the basement of the receiving elevator, apparently originating in a motor,



resulted in a small loss to the Shellabarger Mill & Elevator Company on September 28.

Covington, Ga.—Fire on October 23 destroyed the mill and feed plant of Godfrey & Candler with a loss of from \$8,000 to \$9,000. It was only partially insured. The origin of the fire is unknown.

## TRANSPORTATION

### TO DEVELOP RIVER SHIPPING

One of the live subjects in certain business offices at Minneapolis, Minn., is the proposed development of the Minneapolis river-shipping facilities. Mayor Leach has submitted a report recently rendered by the Minneapolis River Terminal Commission, which advocated the creation of a harbor north of St. Anthony Falls. Major C. F. Williams, government engineer in charge of the upper Mississippi district, has explained that the Government already has expended \$20,000,000 in developing the upper Mississippi, and that \$10,000,000 will be needed to provide a six-foot channel all the way to Minneapolis.

### CANADA'S LAKE GRAIN RATES

Canadian Government statisticians have issued a report showing the average (for four months) freight rates per bushel on Canadian grain which was carried by water from lakehead to various ports. The rate on wheat to Montreal was as follows: April, 10.36 cents; May, 10.06; June, 90.07; July, 6.53. To Buffalo and United States ports the rates were as follows: April, 2.64; May, 1.74; June, 1.58; July, 1.75. The rates from Port Colborne to Montreal and from Buffalo to Montreal were as follows: From Port Colborne—April, 7.00; May, 6.83; June, 6.31; July, 5.19; from Buffalo—April, 6.85; May, 6.69; June, 6.04; July, 4.67.

### AUSTRALIAN VESSELS TIED UP

The Australian shipping strike, which has unsettled the movement of grain and all other produce for so long, has reached serious proportions. A new parliamentary election (with compulsory voting) has been held in an effort to give the Government a better grip on the situation.

The losses involved by this strike have been enormous, and must continue to be until some settlement is reached. A New Zealand cabinet minister puts down the probable loss to that country, should the strike continue and prevent the export of the season's produce, at £50,000,000, and the loss to Australia is likely to prove as great.

### COMMISSION AWARDS REPARATION

H. C. Farrell made formal complaint against the Chicago, Milwaukee & St. Paul Railroad, to the Interstate Commerce Commission, charging that the rates of 56 and 54 cents, charged on many carloads of corn, shipped from points in Iowa and Nebraska to Ogden and other points in Utah, in the years mentioned, were "unreasonable, disadvantageous, prejudicial, and preferential." It was pointed out that these rates exceeded a rate of 51 cents in effect to more distant points, and subsequently established to Ogden and other intermediate points.

After hearing the evidence, the Commission agreed that the rates were unreasonable and granted reparation in form of an order to the Chicago, Milwaukee & St. Paul Railroad and other lines.

At the hearing the complaint was amended to show that some of the cars were transited at Ogden. Additional railroads were also named. The Director-General contended that the original complaint related only to shipments to Ogden and that, therefore, the claims in respect of those subsequently forwarded were barred by the statute of limitations. The commission expressed the view that the informal and formal complaints contained sufficient information to put the Director-General upon notice as to the subject matter and to stop the running of the statute in respect to all the shipments. It said the fact that all the carriers over whose rails the shipments moved were not named in the original complaint could not act as a bar in instances where the shipments moved in the period of Federal control wholly over Federally controlled lines and only reparation was sought.

### ST. LOUIS HAY WHOLESALE'S CASE

Southern railroads are now constructing definite hay and straw tariffs. This is the direct result of the charges brought before the Interstate Commerce Commission by Toberman, Mackey & Co., who declared the Southern Railway and other lines were enforcing unjust hay rates. The Commissioners dismissed the case, but suggested that the carriers in question immediately put their hay and straw traffic rates into an understandable tariff schedule.

The complaint alleged the refusal of the southern railroads to refund to the complainant amounts collected on shipments of hay made over their lines, in excess of the charges based on the weight of the

shipments at destination, as established by affidavits, certificates or other evidence.

The commission said that on shipments originating north of the Ohio, southern lines accepted the weights as determined by the originating carriers, under their rules. The St. Louis dealers, it said, bought their hay on the basis of out-turn weight, unless the transaction was based on shipper's weight supported by affidavits or certificates. Their witness, the report said, testified that carriers generally accepted destination weights at principal markets, such as New Orleans, Memphis and St. Louis. In giving its reasons for not ordering the destinations weight basis, the commission said: "The allegation that defendants customarily assess charges on the basis of the destination weights is not sustained. On the contrary the record shows that it is the practice of defendants under the rules to accept the weight which the circumstances indicate most nearly comports with the actual weight of the shipment, whether it is the weight certified by the shipper, ascertained at the track scales of the carrier, or reported by the consignee at destination."

### SHIPPING ORDER UPHELD

When a telegraphic shipping order is received from a buyer, modifying previous instructions, it pays to read it twice and follow its directions scrupulously. This would seem to be the point of the decision which the Grain Dealers National Association's Arbitration Committee No. 6, announces in the case of the S. P. Wallingford Grain Corporation, Wichita, Kan., vs. the Morgan Sales Agency, San Francisco, Calif.

Last winter in January, the plaintiffs, Wallingford Brothers, sold the defendants, the Morgan Sales Agency, 250 tons of kafir corn for shipment, one-half first half of February, and balance last half of February. The minds of both parties to the contract clearly met as their signed contracts agree. On February 14, 1925, defendants telegraphed plaintiffs "ship balance kafir us Stockton for diversion delay shipment much as possible wire car numbers as loaded." A car was then diverted from Ogden to Stockton (car originally billed from Forgan, Okla., to Wichita, Kansas) and applied on contract. By this diversion the diversion privilege at Stockton was killed. "It is very clear to the arbitrators," the committee's report says, "that the Morgan Sales Agency expected to get diversion privilege at Stockton as they mention in their telegram of instructions 'ship Stockton for diversion' and naturally did not suspect that Wallingford Brothers would have in mind any shipment but that which would carry the privilege of diversion at Stockton for they agreed to the shipping instructions in their telegram of date fourteenth February. From the statements of both parties and accompanying documents the arbitrators are unanimously of the opinion that the item of \$68.85 is for account of plaintiffs." (Wallingford Brothers, sellers of the corn.) This firm was then taxed with the costs of arbitration, and the defendants (Morgan Sales Agency, buyer) was absolved.

## FIELD SEEDS

(Continued from Page 333)

Ritchey found corn maturing with the average minimum low temperature during the growing season 39 degrees and the average for the year 50 degrees.

The results of crosses with our corn are anxiously awaited, particularly as to the size of the ear that will result from this international marriage. If it proves practical, great areas of new corn territory will be developed in the United States.

### LARGE ORDER SEASON ENDS IN NEW YORK MARKET

By C. K. TRAFTON

With the large order season drawing to a close, conditions among large first-hand distributors of field and grass seeds have been about as "spotty" as usual at this season. Virtually all buyers had covered their requirements quite thoroughly and with prices generally ruling at high levels there was very little of the "filling-in" demand which is often seen in other years, while so-called speculative buying for the purpose of carrying over the winter was almost entirely lacking. On the other hand, there was evidence in some quarters that first-hand holders were unwilling to carry their stocks until spring, even though they were light in most cases.

Red Clover was firmer early in the month as arrivals from abroad were extremely small, while there was practically no domestic seed on spot. At the same time demand remained fairly active. This was largely a reflection of the firmness in interior markets where it was evidently difficult to buy choice seed.

The general firmness among shippers was traceable partly to the signs of interest from this side

and also to claims that the French crop was not as large as supposed and probably would not move as early as usual. Western buyers also showed interest in Chilean seed, but their views were below the lowest price quoted by shippers, i.e. 24½ cents c.i.f. Shippers there were firm as sales to Liverpool at 25@25½ cents c.i.f. resulted in a virtual exhaustion of supplies. Total arrivals for the month were 1,150 bags, compared with 150 during September.

Crimson Clover was inactive throughout the month, but as arrivals were extremely small there was no pressure to sell and the first-hand basis remained at 6¼@7 cents duty-paid with smaller lots also firm at 7@7¼ cents. Total arrivals were only 520 bags, compared with about 7,510 in September, and as a consequence it is now stated that stocks have been practically cleaned up. Offers for shipment from France ranged from 5.20 cents to 5.30 cents c.i.f., and toward the end of the month buyers were showing somewhat more interest owing to the lack of stock here and reports that only a small quantity remained available for export in France.

White Clover was quiet most of the month, buyers holding off because of the large domestic supply, leading to expectations of lower prices. Nevertheless, while it is still possible to buy the poorer grades at last month's inside price of 35 cents, the top price for better qualities has been advanced to 50 cents. Business in foreign seed for shipment remained stagnant early in the month. Arrivals during the month were 570 bags, against only 15 during September.

Alfalfa continued neglected throughout the month, largely because buyers were convinced that the large crop would lead to greater willingness to sell among producers. This idea was traceable partly to indications that western houses were still endeavoring to sell for export at about 19 cents. On the other hand, producers were generally expecting a better demand, and hence there was no pressure to sell.

Timothy was in poor demand during the month, both from domestic and European buyers. Hence, while last month's spot basis of 8¼@8½ cents remains unchanged, the tone is easier as there is more pressure to sell at the inside price. Only a small business was reported for export and clearances on previous orders fell to 3,780 bags, compared with 5,020 during the preceding month.

Red Top was firm at 31@32 cents early in the month owing to a moderate export demand. For a short time demand was less active, but prices were unchanged. Subsequently demand improved materially from both domestic and foreign buyers and the tone became firmer, although prices were about unchanged. Exports for the month were 2,440 bags, compared with 2,175 during September.

Kentucky Bluegrass was neglected early in the month and prices were 1@2 cents lower. Subsequently a striking improvement occurred, both in domestic demand and demand for shipment to the U. K. and the Continent. As a consequence prices speedily recovered and are now on the same basis as quoted a month ago. Exports during the month were 990 bags, against 455 for the preceding month.

### GOOD SEED YIELDS

By C. O. SKINROOD

The report on seed yields in Wisconsin indicates that while Clover hulling was delayed considerably by the extended rains, the crop turned out well. The best estimate is that the crop of Clover seed in this state will be all the way from 10 to 20 per cent better than a year ago. However, since last year's yield was very light, the increase this year does not mean so much. According to the latest reports the growers have been offered from \$22 to \$25 per hundred weight for their seed. This was about \$3 per hundred weight more than was offered for the same date last year.

Alsike prices on the farm are reported to be ranging mostly from \$18 to \$20 and in some cases higher since the recent advances in the seed market. The October report showed that the Alsike seed is leaving growers in a hurry this year. In western Wisconsin it was reported that 30 per cent of the Alsike had been sold. In the northern part of the state it was stated that 55 per cent of the Alsike had already been sold, while in the southern part of the state 65 per cent of the Alsike had left first hands.

The early reports indicate that farmers are inclined to hold their Clover seed for better prices in face of the high prices now being offered. In the northern part of the state it was reported that only 5 per cent of the Red Clover seed had been sold, while for the state as a whole, the sales were about 25 per cent of the entire yield.

The imports of Red Clover seed seem to be light this year with only 28,000 pounds of Red Clover seed as compared with imports of 181,000 pounds of Red Clover seed last year and 49,000 pounds two years ago. This indicates that the foreign seed has not been moving well due to the warnings by the college of agriculture against the use of such dangerous seed.

However, more Alsike seed has apparently been



coming in from abroad with more than 2,000,000 pounds this fall. This is considerably more than came in last year, but it is not so much as in 1923.

Prof. L. F. Graber, the Alfalfa expert at the Wisconsin College of Agriculture, has issued a report showing that Alfalfa again this season proved a wonderful crop due to the abundant rains which took place in the late summer and the fall. After the hard winter and the severe drought early in the season, it was feared that Alfalfa had been badly damaged, Prof. Graber says. But after the July and August rains, the plants shot up with great vigor and the second crop was both fine in quality and in volume of yield.

In order to get larger yields of Alfalfa, hundreds of farmers in Door County, Wisconsin, are now having their soils tested by E. G. Bailey, the county's agent. Many tons of limestone are being added to the fields in various parts of the county.

A number of county agents in a Madison conference were given a demonstration of how Sweet Clover can be grown on almost the steepest hill sides. This was a limestone hill which could only be used for pasture permanently. The crop had been sown in March of last year. Part of the seed was broadcasted on the dead Bluegrass and part was sown on the burnt-over sod, but in both cases the Sweet Clover thrived. And this despite the fact that the summer was very dry.

As a result of this demonstration many of the county agents declared that Sweet Clover, is the farmer's best solution of the mid-summer dried up pastures. Sweet Clover was reported very easy to start on limestone soil and also easy to grow on any soil providing it is properly limed.

The official seed market report of the Milwaukee Chamber of Commerce says that the seed market has ruled very firm with advances in Clover of about \$2.50 per hundredweight and in the Alsike market about \$3 per hundredweight, while White Clover has advanced about \$2 per hundredweight.

This market quoted the Red Clover as ranging mostly from \$24 to \$29, the country lots from \$18 to \$23 and the dirty seed at \$10 to \$15. Timothy was quoted from \$5.25 to \$6.50 for the poor to fair seed, \$6.25 to \$7.25 for the good to choice seed and \$7.50 to \$8 for the fancy quality seed. The Alsike is quoted from \$13 to \$22.

The North American Seed Company of Milwaukee says the entire seed market is ruling firm except in Timothy seed. Red Clover was reported by the North American as having advanced about \$3 per hundredweight in the last 50 days, while the Alsike trade also has advanced about the same amount.

The Timothy market is reported as being rather weak with very little demand and with reports that the yields are large and the supply is abundant, indicating a declining market for this class of seed. Alfalfa is reported as selling lower than last year although the crop is reported smaller than last year. Alfalfa quality is reported by the North American Company as being high.

Despite the firm trade in Red Clover, the North American company says the demand is only fair. No very active trade in this commodity is expected right now. In general the supply of seed is not large, so that prices will be sustained.

The North American company says it will not handle any imported seed not wishing to hand its customers any goods of doubtful quality. Very small sales of the imported seed are expected this year due to the propaganda against it.

The trade in White Clover seed is reported as very light. But the market is holding firm, in line with the general trend of the seed market.

The North American company quotes the Red Clover seed at \$30 to \$31.50 for the choice grades. The Alsike market is quoted mostly from \$24 to \$26. The Sweet Clover is given at \$9 to \$9.50. Timothy is selling as a rule from \$7 to \$8 and White Clover has a wide range, from \$25 to \$35. Alfalfa demand is still reported as quiet with quotations ranging from \$19 to \$22.

## SEED FIRM BROADCASTS

Radio broadcasting seems to be the favorite indoor sport of seedsmen in southwestern Iowa. The A. A. Berry Seed Company's broadcasting station at Clarinda, Iowa, is the third one established in that section of the Hawkeye state. The equipment at the new 500-watt station was purchased from the Bankers Life Company of Des Moines, Iowa, who used it under the announcement call of WHO. Listeners of this station have been reported from coast-to-coast and from some foreign cities.

The A. A. Berry Seed Company has installed this station in the very best shape and have ample room, having a large studio, well insulated, so that they should be able to get fully as good results as were obtained when the apparatus was used in Des Moines. It should be the equal of any 500 watt station on the air, so far as volume and modulation are concerned.

It is proposed to put on programs that will be entertaining and instructive, particularly along agricultural lines as their business is largely along the field seed line.

The station has been assigned the call letter KSO and wave length 241.8 meters. The A. A.

Berry Seed Company is one of the oldest and prominent seed concerns in Iowa, having been established 30 years ago. They are growers, importers and dealers and specialize in grass and field seeds.

## WOULD CURB WHEAT SEEDING

Though presumably not wishing any bad luck to wheat seed sellers, Secretary of Agriculture Jardine, has told American farmers through the press that they "may wisely look beyond this year while seeding or preparing to seed for next year's wheat harvest".

From intentions expressed by the farmers, it appears that the prices for wheat at the beginning of the season were causing them to plan to increase the area seeded. "It is mainly, however, a partial crop failure which has reduced the production of many classes of wheat below domestic needs and which, together with the tariff, has caused farmers to receive prices somewhat better than at the beginning of the season last year," says Secretary Jardine.

Foreign competition in wheat production is increasing. In Europe, the countries that were affected by the war are recovering. The area sown to all grain in all Russia is estimated to be 194,000,000 acres, compared with 186,000,000 acres last year and 126,000,000 acres in 1921. This shows a marked recovery since 1921. The area in wheat is not separately reported, but it is apparent that it must be recovering rapidly and that large Russian exports may soon have to be reckoned with.

## IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Seed Importation Act:

Kind of seed.	October—		July 1, '25 to Oct. 31, 1925		July 1, '24 to Oct. 31, 1924	
	1925	1924	Pounds	Pounds	Pounds	Pounds
Alfalfa (1)	175,900	38,800	250,000	3,000,200		
Canada bluegrass	6,500	41,300	42,100	51,900		
Alsike clover	1,922,900	1,256,500	3,070,600	2,083,900		
Crimson clover (2)	93,200	139,600	4,309,500	3,055,500		
Red clover	.....	74,100	28,900	239,700		
White clover (3)	146,200	104,900	476,000	287,200		
Clover mixtures	43,400	7,100	46,400	7,100		
Meadow fescue	.....	500	.....	500		
Grass mixtures	100	.....	100	100		
Broom-corn millet	18,500	11,000	18,500	42,100		
Foxtail millet	31,300	.....	31,300	.....		
Orchard grass	55,000	218,400	71,200	316,100		
Rape (4)	1,230,100	692,000	2,507,500	1,031,600		
English ryegrass (5)	183,300	59,000	499,200	403,800		
Italian ryegrass (6)	353,600	226,600	648,100	369,700		
Timothy	.....	.....	.....	100		
Hairy vetch (7)	159,200	134,100	1,619,400	754,000		
Spring vetch	21,600	309,000	139,300	556,800		

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Seed Importation Act:

Bentgrass	4,900	28,700	52,300	61,100
Biennial white-flowered sweet clover	.....	23,400	134,100	25,100
Biennial yellow-flowered clover	8,500	.....	71,800	11,000
Crested dog's tail	11,100	.....	13,300	8,900
Chewings fescue	43,700	46,300	391,200	471,000
Other fescues	128,600	94,400	431,600	268,300
Carpet grass	.....	.....	4,200	.....
Rescue grass	.....	.....	3,100	.....
Rhodes grass	.....	.....	9,800	2,300
Rough-stalked meadow grass	34,100	.....	34,600	2,200
Sainfoin	.....	.....	300	.....
Sweet vernal grass	.....	100	200	100
Serradella	.....	200	.....	200
Tall paspalum	.....	.....	.....	4,500
Vallet grass	.....	.....	5,900	.....
Wood meadow grass	.....	1,100	2,200	1,100
Molasses grass	2,100	.....	38,700	.....

(1) All from Canada. (2) All from France. (3) 72,000 pounds from Poland, 56,800 pounds from Germany, 17,400 pounds from Czechoslovakia. (4) 559,900 pounds from Holland, 232,000 pounds from Germany, 210,600 pounds from Japan, 120,800 pounds from Poland, 115,800 pounds from France. (5) All from Ireland, except 100 pounds from New Zealand. (6) 304,700 pounds from Ireland, 27,100 pounds from France, 21,800 pounds from Denmark. (7) 71,600 pounds from Germany, 33,000 pounds from Hungary, 32,900 pounds from Czechoslovakia, 21,700 pounds from Latvia.

The building occupied by the Springfield Seed Company of Springfield, Mo., is being remodeled.

The Kimbrough Seed Company of Meridian, Miss., has changed its name to the Heise Seed Company.

A branch office is being opened at Hastings, Neb., by the N. Boonahoom Seed Company of Kirwin, Kan.

A warehouse is to be built at Roosevelt, Utah, for the J. G. Peppard Seed Company of Kansas

City, Mo. It will be located directly east of the present warehouse. The cost will be \$4,500.

A new seed corn machine is being installed by the Nishna Valley Seed Company of Shenandoah, Iowa.

J. Lewis Letterle succeeds W. N. Arterburn as president of Wood, Stubbs & Co., Inc., seed dealers of Louisville, Ky.

The capital stock of the Filer Seed Company of Salt Lake City, Utah, has been increased from \$20,000 to \$50,000.

Field, garden and flower seeds, bulbs, poultry supplies, etc., are to be handled by the Farber Seed Company of St. Joseph, Mo.

A "milling plant" is to be built to the branch of the Rogers Bros. Seed Company of Chicago, at Idaho Falls, Idaho, for the proper handling of the pea crop.

Ralph W. Mead, Irene W. Mead, Edgar G. Martin, J. R. Knapp and D. Clark Foltz have incorporated at Norwalk, Ohio, as the Mead Seed Company. The firm is capitalized at \$10,000.

A new building is being erected at Lawrenceburg, Tenn., for L. A. Cunningham who conducts a seed and feed business there. When it is finished, he will move his business to it.

Frank Frazier and Clyde Frazier has dissolved their partnership at Coffeyville, Kan. Clyde Frazier will continue to operate under the old firm name of Square Deal Seed Company.

To buy and sell seed, grain, hay, cereals, flour, etc., G. E. Willis & Co. have been incorporated at Mt. Vernon, Ill. G. E. Willis, W. A. Silkers and R. Grant are interested in the firm which is capitalized at \$20,000.

Business has been started again at Kentland, Ind., by the Kentland Seed Corn House. The business will be operated under the old established name of Ainsworth Boone Company of which H. G. Ainsworth is president and Clyde Hurt, manager.

Additional cleaning machinery is being installed by the J. C. Robinson Seed Company of Rocky Ford, Colo. New elevators, fans and polishing machines are also being installed. It is the intention of the company to erect another story to its building next spring.

A general line of seeds, nursery stock, fertilizers and poultry supplies is to be handled by the Empire Nursery & Seed Company of Atlanta, Ga. J. D. Rhodes is president; Ralph R. Moore, vice-president and manager; S. S. Gibbs, secretary, and Rhodes Perdue, treasurer.

The wholesale end of the Hudmon Seed Company has been consolidated with Chas. A. Hill & Co., of Nashville, Tenn. T. C. Hudmon is now associated with the Hill company. In the future the Hudmon concern will operate as a separate organization doing an exclusive retail seed business.

## GRAIN TRADE PATENTS

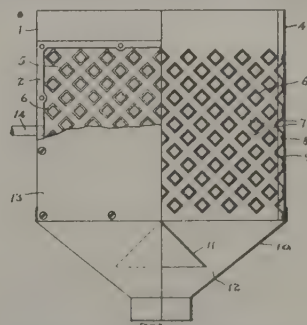
### Bearing Date of September 8, 1925

Pneumatic dust collecting and conveying apparatus.—Joseph F. Georgia, Snoqualmie Falls, Wash. Filed September 15, 1923. No. 1,552,553.

### Bearing Date of September 15, 1925

Grain heater.—James A. Laughlin, Toronto, Ont., Canada. Filed March 7, 1924. No. 1,553,944. See cut.

Claim: In a grain heater, a rectangular vertical casing having closed steam chests on opposite sides, a



plurality of quadrangular shaped imperforate tubes extending horizontally between and communicating with

## BETTER SEEDS; BETTER CROPS

### SEEDS PRUNTY SEED & GRAIN CO. 9 South Main St. SAINT LOUIS



## BUYERS—SELLERS, FIELD SEEDS

### ED. F. MANGELSDORF & BRO.

Wholesale Field Seeds

First and Victor Sts., St. Louis, Mo.



said steam chests and arranged in uniformly staggered vertical rows with perpendicular and horizontal diagonals forming intersecting diagonal passages.

Grain car door.—Edward B. Peoples, Otoe, Neb. Filed April 5, 1924. No. 1,554,025.

Apparatus for hulling and testing rice and other grains.—William D. Smith, New Orleans, La., as-

signor, by mesne assignments, to the People of the United States. Filed May 19, 1925. No. 1,553,478.

Grain drying apparatus.—Norman C. Ellis and Hubert C. Ellis, Evanston, Ill., assignors to Ellis Drier & Elevator Company, Chicago, Ill., a corporation of Wisconsin. Filed March 20, 1922. No. 1,553,523. See cut.

Claim: The combination of a drier comprising superposed cooler and drier units, a boiler, a blower mounted

directly to the top of the boiler and extending upwardly across said ducts.

Process for preparing cottonseed meal for use as a feedstuff.—Damon F. Sawyer, Pawnee, Okla., assignor to Paul Menaul, Stillwater, Okla. Filed November 20, 1924. No. 1,553,634.

Bearing Date of September 22, 1925

Grain car door.—Joseph E. Drake, Blue Rapids, Kan. Filed August 29, 1924. No. 1,554,421.

Self-preserving stock food containing sprouted grain and process for making the same.—William P. M. Grelick, St. Paul, Minn. Filed November 5, 1924. No. 1,554,913. See claim.

Claim: A self-preserving, semi-liquid food product, containing as its principal ingredient, fresh malted grain, including the fresh sprouts thereof, impregnated with, from 4 to 6 per cent by weight of lactic acid.

Bearing Date of September 29, 1925

Grain car unloading apparatus.—Harry Foreman Kens, Imperial, Sask., Canada. Filed December 19, 1924. No. 1,555,499.

Grain door.—Harold Ernest Rollason, Trochu, Alta., Canada. Filed December 9, 1922. No. 1,555,317.

Self-preserving stock food and process for making the same.—William P. M. Grelick, St. Paul, Minn. Filed July 20, 1923. No. 1,555,246. See claim.

Claim: The process of preparing a self-preserving food product which comprises developing the lactic acid content of a quantity of milk and steeping grain hulls in said milk, then grinding the mass to a cream-like paste, subsequently incorporating with said paste an additional quantity of milk containing a substantial amount of lactic acid and finally removing a substantial amount of the water present.

Bearing Date of October 6, 1925

Grain carrier.—Napoleon Loiselle, South Fork, Sask., Canada. Filed June 16, 1924. No. 1,555,998.

Grain car door.—Richard J. N. Simpson, Sarnia, Ont., Canada. Filed April 11, 1925. No. 1,555,884.

## Miscellaneous Notices

### WANTED

New mimeograph, or second hand one in good shape. W. H. Brown, manager, THE NEW MADISON GRAIN COMPANY, New Madison, Ohio.

### WANTED

Partner—too much for one man. Will accept part trade. This will stand inspection. HAWARDEN ROLLER MILLS AND ELEVATOR, Hawarden, Iowa.

### IRISES, NEW AND STANDARD VARIETIES

We now have 10 acres devoted to the growing of Irises and can furnish good, strong plants at reasonable prices. White for wholesale prices. GILBERT H. WILD & SON, Sarcoxie, Mo.

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

### TIME PAYMENTS ALLOWED

On the Boss Air Blast Combination Cleaner and Car Loader. Equipped with motors, if needed. Loads cars without scooping. Boosts grades. Quickly pay for themselves. MAROA MANUFACTURING COMPANY, Maroa, Ill.

## HELP WANTED

Wanted.—Miller for modern mixed feed plant. One who is thoroughly capable of handling very up-to-date mill for making poultry feed, dairy feed, mashes, Alfalfa, molasses feed and all kinds of mixed feeds. State age, qualifications, experience and salary in first letter. HARDEMAN-KING COMPANY, Oklahoma City, Okla.

## SITUATION WANTED

### WANTED

Position in grain elevator. Fifteen years' experience; can handle steam or gas engines and any part of elevator. C. W. SHI DAL, 802 E. Woodlawn, Clinton, Ill.

## For Sale

## ELEVATORS AND MILLS

### CENTRAL OHIO

Good 10,000-bushel elevator for sale; electric power; Monitor Cleaner. No competition. Selling out because of poor health. Communicate direct with owner. C. J. PFAU, Boliver, Ohio.

### FOR RENT

Modern Wisconsin elevator and feed mill in good dairy and poultry section. If interested, address F., Box 11, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

### FOR SALE IN WISCONSIN

A well established elevator and feed mill with modern equipment. Doing a large retail business on flour and feeds of all kinds. B., Box 11, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

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#### GRAIN AND ELEVATOR BUSINESS

Modern fireproof construction 600,000 bushel storage capacity, excellent shipping facilities, and going business. Offered for sale at attractive price account death of principal owner. CEREAL PRODUCTS COMPANY, Manitowoc, Wis.

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F. A. MILLER, Lock Box 287, Manitowoc, Wis.

### ILLINOIS

A 12,000-bushel house on main line A. T. & S. F., for sale. In the corn and wheat belt; big corn crop to handle this winter. Splendid opportunity to handle Mill Feeds, Coal, Lumber, Tile, Gravel, Cement, Fencing, etc. No competition whatever. This is a real opportunity. Price \$2,500.

CONSUMERS' FUEL & FEED COMPANY, Galesburg, Ill.

### BEST FLOUR MILL OPPORTUNITY AVAILABLE

For sale or exchange at a genuine bargain.

Located in Temple, central Texas, city of 15,000 people, on main lines of M. K. & T. and G. C. & S. F. Railroads, with branch line of Katy to Belton, and branch line on Santa Fe to west Texas and California. Transit privileges on both roads.

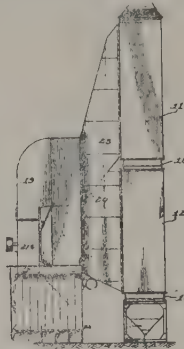
Brick mill building, three-stories, on stone basement, with brick warehouse adjoining. Frame warehouse; thoroughly equipped elevator; two steel tanks, each with approximate capacity 55,000 bushels; daily mill capacity 300 barrels flour, and 168,000 lbs. of meal. Plant properly managed and operated will produce one-half to one million dollar business annually.

Wonderful opportunity for party who understands the milling business and has the money and ability to operate it, not only as a milling industry, but as a profitable, wholesale and retail grain business.

Can be bought at a figure far less than its actual value.

Best possible reasons for selling.

P. L. DOWNS, Temple, Texas.



on the top of the boiler, a duct for delivering fluid from the blower to the drier unit, and ducts being extended over the boiler and a series of heater pipes connected

## Union Dairy Products Company

Sales Office, Fuller Building  
Jersey City, New Jersey

Direct Shippers of

Dried Milk—Dried Buttermilk

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Owens Dual Cleaner, No. 50, good as new. Big discount. B. C. CLEMENT, Elmwood, Wis.

### DIESEL OIL ENGINES

For Elevators and Flour Mills.

All Sizes.

ST. MARY'S OIL ENGINE COMPANY,  
St. Charles, Mo.

### SCALES FOR SALE

FAIRBANKS TRACK SCALES, 35 and 36 ft. double beam, 150-ton type, almost new. Address WESTERN SALT COMPANY, 208 Huntzinger Bldg., Kansas City, Mo.

### WANTED TO BUY FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

### BEST ELEVATOR OPPORTUNITY AVAILABLE

Located at Laketon, Ind. The entire plant consists of the following property: One grain elevator, 20,000 bushels' capacity; one coal shed of 350 tons' capacity; one large commodious lumber shed; one large building used for farm implements, flour, cement, and builders' hardware; one building used as a planer and carpenter shop; also a first-class up-to-date office with scales. Wish to retire from business. GEO. C. BAKER, Laketon, Ind.

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### SEEDS FOR SALE

Buckwheat. Car lots or less. EBERTS GRAIN COMPANY, Louisville, Ky.

### FOR SALE—SEEDS

Shippers of Sunflower Seed in carload lots or less. EBERTS GRAIN COMPANY, Louisville, Ky.



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### 110 ACRES FARM LANDS

Ninety acres cultivation. 20 acres good timber; one mile depot, near hard road. Residence, barn, fruit trees, good water. No options. Price for 15 days, \$125 per acre. MRS. E. H. CONNELL, Webster, Fla.

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### MANATEE LAND SALES COMPANY, Bradenton, Fla.

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Acreage, Orange Groves, Farm Lands, Subdivisions and Business Property in the heart of the state that affords exceptional opportunities for investments and developments. Let me act as your broker. I have long been a resident and know the state well, and have never recommended to any purchaser any property that did not enhance in value. References: Monroe & Chambliss National Bank, Chamber of Commerce or any local merchant. C. C. BENNETT, Simmons' Block, Ocala, Fla.

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Acreage tracts, timber tracts, subdivisions and hotel sites, any section in Florida. Some bargains with quick turnovers and large profits on small investments assured. Twenty-five years' experience. ASK ANYBODY. N. D. SUTTLES & COMPANY, Jacksonville and West Palm Beach, Fla.

### ACREAGE FOR SALE

Davie Road, Broward County, 20 acres

Tracts 2 and 3, Sec. 5-51-41.

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\$1,000 per acre.

Third cash.

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124 E. Flagler St., Miami, Fla.

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Three hundred twenty acres rice land for sale, all under cultivation, in Arkansas County, the heart of the rice belt, near railroad and rice mills. Irrigated by two excellent wells, assuring never-failing crop. House, barn and all necessary buildings. Good soil, fine climate, hard surface roads. Splendid opportunity for investment in the rapidly growing South. M. F. NICHOLS, Box 509, Knoxville, Tennessee.

### FOR SALE

Large line timber and land holdings, approximately 55,000,000 feet North Carolina pine and 5,000,000 feet gum and other hardwood timber, also 50,000 cords stave and heading-mill timber, standing and growing on 12,500 acres very rich lands, including great game preserve, with deer and other game, composed of several adjoining tracts connected altogether in one body. Ideal location for manufacturing plant most convenient for cheap logging and manufacturing this whole line of timber, fronting public highway, and connected with creek water, which heads into the timber, with outlet for barges to deep-water harbor and railroad shipping piers at small cost. For appointments or further information, address

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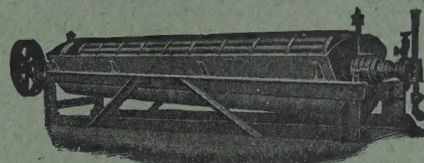
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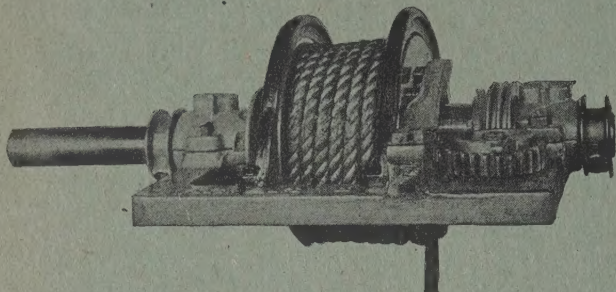
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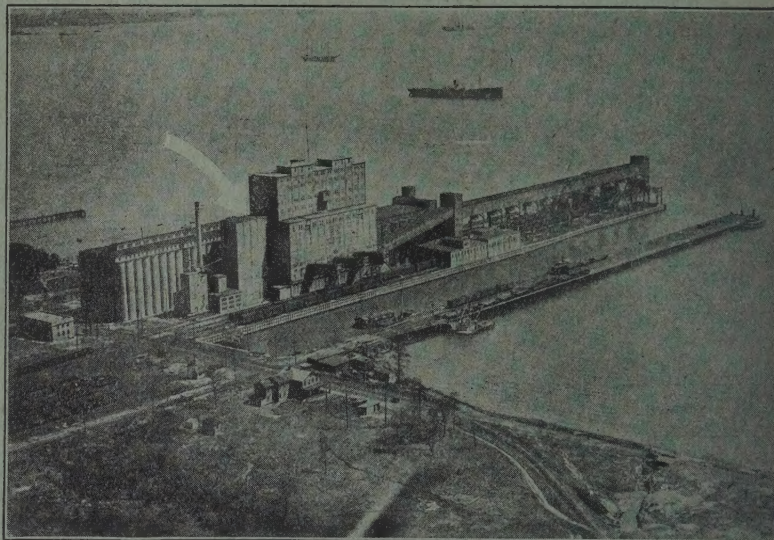
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